Board of Trade Journal

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Front cover photograph

British ships discharging export cargo at Bahrain's port of Mina Sulman. Last year the port's transit traffic, much of it from the United Kingdom, increased by 31 per cent. Seen on the quayside is a Bahrain Government Land Rover.

(Photo by courtesy of the Government of Bahrain and the Rover Company Limited)

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Bahrain—Let's keep and increase this quarter

By J. H. Turner, Commercial Officer, British Political Agency, Bahrain.

This is the first in a series of articles on trading prospects for British firms in the Arabian States of the Gulf.

WHICH QUARTER? That quarter share of all Bahrain's imports which Britain has consistently supplied over recent years, but which, as the figures below show, we are now finding difficult to maintain.

£'000

Year	Total Imports	United Kingdom's share	
		Value	Percentage
1962	23,385	5,918	25·3
1963	24,808	6,261	25·2
1964	27,954	6,857	24·5
1965	29,060	7,451	25·6
1966	31,526	6,974	22·1
1967 (end of June)	16,612	3,804	22·9

Perhaps we have had it a little too easy in the past and because of this are inclined to rest on our laurels. Bahrain is probably a good example of a market where, because of our unique political ties, our goods have been readily accepted. The ties are still there together with many of the advantages that have been derived from them, but the merchants no longer automatically look to Britain for their various needs. More and more countries have the export bug and competition is increasing, not only from our traditional competitors but also from newcomers like Australia and China. The present time is, therefore, most suitable to examine the Bahrain market and to consider ways and means of consolidating our position as the largest supplier and increasing our share of imports.

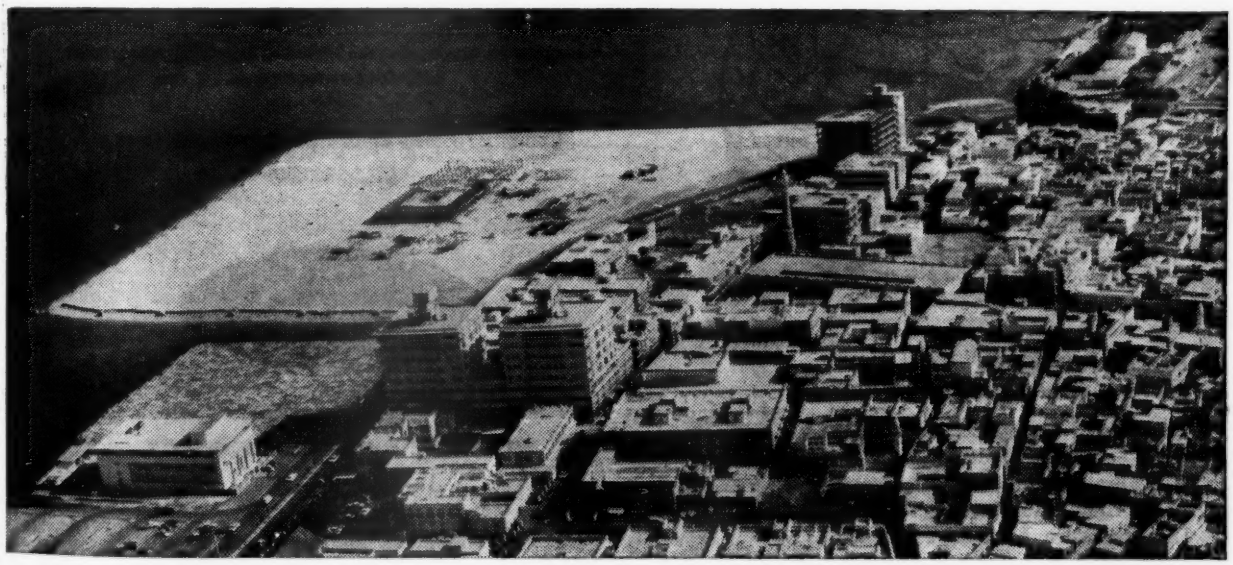
Geographical features

Bahrain consists of a group of low lying islands of about 230 square miles in area, situated midway down the Gulf and some 18 miles from the east coast of Saudi Arabia. The capital, Manama (population 80,000), is situated on the largest, Bahrain Island itself, where the latter is joined to the much smaller island of Muharraq (population 35,000) by a causeway 1½ miles long. Almost 89 per cent of the total population of 185,000 are Arabs; Iranians (4 per cent), Asians (5 per cent) and Europeans (2 per cent) make up the remainder. The climate is typical of the Gulf; exceptionally hot and humid summers and mild winters. Annual rainfall averages 3 inches.

Developed state

Bahrain's modest income from oil over the past 30 years has encouraged the authorities to exercise care in its expenditure. It is the oldest welfare state and the most developed state in the lower

(*Continued on page* 1084)



An aerial view of the north-west tip of Manama showing the new Government Secretariat under construction on reclaimed land. George Wimpey & Co. are management consultants for the project.

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BAHRAIN, *continued*

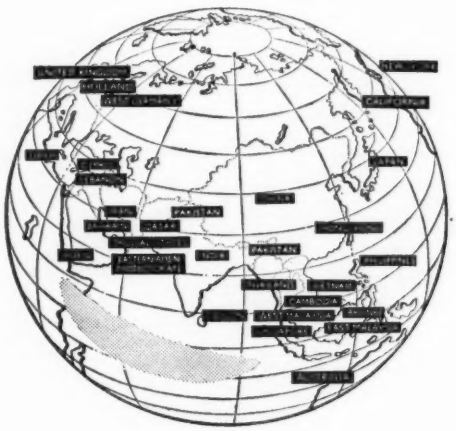
Gulf. Education, for 41,000 pupils, and medical services are provided free. A modern power plant supplies electricity to all towns and most villages. The deep water port at Mina Sulman has facilities for six ocean going ships as well as extensive warehouses for transhipment and storage purposes. There are two modern slipways each capable of handling vessels up to 1,000 tons. A modern airport is well served by major airlines and is also the headquarters of a local company which connects Bahrain with other Gulf States. Good roads make internal communication easy. Other than oil, and to a much lesser extent fishing, there is no significant industry.

Economy

Bahrain's economy is based mainly on its oil revenue which amounts to some £7 million a year. The Bahrain Petroleum Company Limited (BAPCO) produces 2½ million tons of oil every year and also operates a refinery with a capacity of over 10 million tons a year and which receives the bulk (about 68 per cent) of its crude oil by pipe line from nearby Saudi Arabia. A small off-shore field, Abu Sa'afa, operated by and shared with ARAMCO in Saudi Arabia, recently started producing oil and will bring in a small additional revenue. Bahrain's traditional entrepôt trade is still an important source of revenue and currently about 31 per cent of all imports continue to be re-exported, mainly to Saudi Arabia. This revenue together with the Customs dues received, amounts to almost £2 million a year. The expenditure incurred locally by HM Forces makes a significant contribution to the country's economy.

Development

Bahrain's limited revenue and rising expenditure (recent budgets have just about broken even) precludes the adoption of a long term expansion programme of Government expenditure. Priority con-



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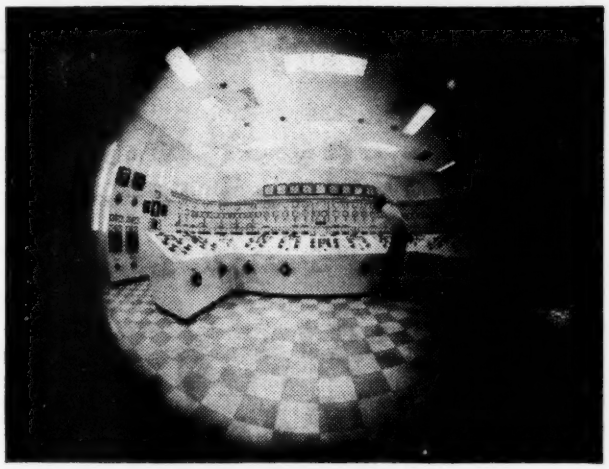
tinues to be given to providing better facilities. Currently most of its available finances are being expended on a new (Isa) town being built seven miles south of Manama. This is scheduled for completion next year, when it will provide accommodation and amenities for about 15,000 people. A new Government Secretariat is also under construction. Replacement of, and extensions to, various Government departments, together with further housing projects are likely to follow, with priority being given to a new hospital. In the private sector a major new venture is the formation of the Bahrain Fishing Company, a joint shrimping project involving Bahraini interests and the Ross Group of Grimsby. A new first class hotel has just opened and a start is shortly to be made on a second. Cable & Wireless, who have the telephone and telegraph monopoly, are to build a satellite tracking station next year.

Rising expenditure on welfare with no corresponding increase in oil revenue has caused the Government to become increasingly aware of the need to diversify the economy and become less dependent on oil. As a result a Government Development Bureau has recently been set up and determined efforts are now being made to attract foreign ideas and investment in the hope that Bahrain can flourish on the basis of free enterprise and partnership between local and foreign entrepreneurs.

Prospects and outlets for exporters

In the absence of any new major industrial project, the present level of trade is likely to be maintained over the next few years and, to a large extent, the present pattern will persist. Building will continue to offer opportunities. Although this will be largely confined to supplying materials and equipment, British consultants and major contractors should keep in touch with the Board of Trade for details of any big projects where their services might be used. Britain supplies a large share (38 per cent) of all motor vehicles (and 36 per cent of all spares) imported into Bahrain, mainly with our small family saloons and commercial vehicles.



This picture, taken with a 'fish-eye' wide-angle lens, shows the new main control room in the Bahrain State Power Station. All the equipment is British.

Manufacturers can help to consolidate and increase this by giving local agents every encouragement and help to provide better after-sales service and repair facilities.

We need a much better range of bigger models to provide competition for the Mercedes and similarly priced American cars.

(*Continued on page* 1087)

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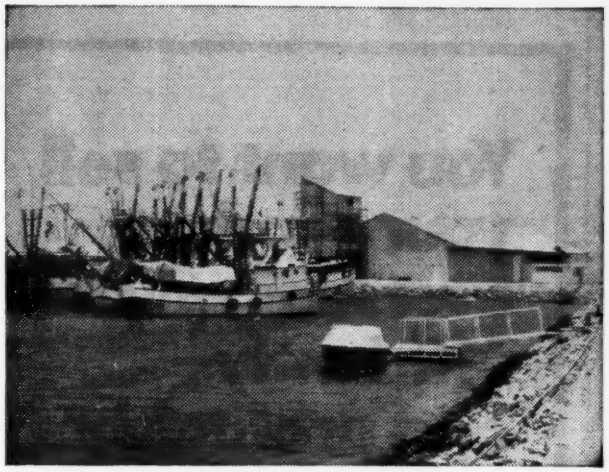
The demand for machinery, equipment for the oil industry and other specialized equipment, largely from the Bahrain Petroleum Company, other expatriate firms and Government departments should be exploited still further by exporters. The oil company's requirements are substantial and in 1966 exceeded £2 million. It is worth remembering that most of these are purchased from local merchants and that even where the smallest order is concerned the oil company officials are most critical of any lack of attention on the part of suppliers. The more technical pieces of equipment are purchased direct from manufacturers and suppliers, who should keep in regular touch with the officials concerned in Bahrain and with the head office of the company, Caltex Services Limited, Caltex House, Knightsbridge Green, London, S.W.1. The Bahrain Government is also a big customer. A modern power station, now harnessing 63 megawatts continues to grow and the distribution of this power calls for constant supplies of cables and allied equipment. Most of this is ordered direct from manufacturers, invariably through the Crown Agents in London.

The demand for pharmaceutical products continues to increase. The Government Hospital, which is the biggest customer, orders these through local pharmaceutical firms each of which has its own retail outlet.



The new processing plant of the Bahrain Fishing Company, in which the Ross Group of Grimsby holds an interest, with the shrimping fleet in the foreground. The building was supplied by Coseley Buildings Ltd.

Bahrain is a market where virtually everything is imported and which has many in-built advantages to British exporters. There is a tradition of buying British; most merchants speak English and are used to doing business with British firms; there are established British banks; there is an influential expatriate, mainly British, community. These should be fully exploited now. Moreover,

(*Continued at foot of page* 1089)

Export opportunities in Bahrain

Below are recent examples of export opportunities in Bahrain issued by the Export Services Branch of the Board of Trade, Hillgate House, Old Bailey, London, E.C.4. For further details ring the Branch at 01-248 5757, *Ext.* 404 *and* 406.

Reference No.	Commodity		Bulletin No.
ESB.37197/67	Building materials; paints and varnishes; sanitaryware; steel doors and windows.	Export Opportunity	202/67
ESB. 6957/67	Beverages; confectionery; foodstuffs . .	Export Opportunity	182/67
ESB.12748/67	Kitchen cabinets; paints and varnish; sanitaryware.	Agency	86/67

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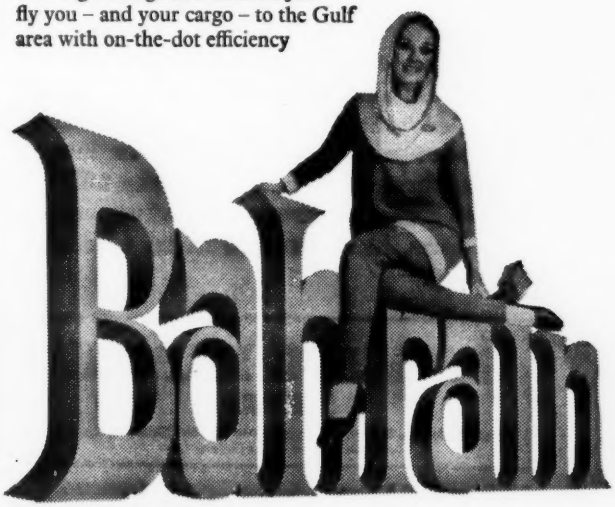

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The Queen's Speech

AMONG THE matters of trade and industrial interest referred to in the speech by HM the Queen following the opening of Parliament on October 31, were the following:

The Government will seek powers to take provisional action against dumping in accordance with the code which was agreed in the Kennedy Round of trade negotiations at Geneva.

Legislation will be introduced to strengthen and amend the law of misleading trade descriptions.

Further measures to stimulate economic advance in the development areas and to promote a more even distribution of employment in all regions.

The Industrial Expansion Bill, which would enable the Government to give financial assistance to industry in various forms without the necessity for legislation on each occasion. The Government will be publishing shortly the White Paper on its proposals.

Legislation to extend the Government's powers to assist financially in the modernization and technological advance of industry and in the expansion of its capacity.

Notes:

Bill to amend the Customs Duties (Dumping and Subsidies) Act, 1957

The Customs Duties (Dumping and Subsidies) Act, 1957, lays down the requirements that have to be met before an anti-dumping duty can be imposed. One of these requirements is that the Board of Trade must be satisfied that the alleged dumping is causing or threatening material injury to a British industry. This means that the investigation of the injury claimed to be caused or threatened by the alleged dumping must be completed before action can be taken. Such investigations are almost inevitably time-consuming. This makes it difficult to take quick action even in cases where there is a danger that the industry will suffer serious injury from dumped imports during the period required for the completion of the investigation. The main purpose of the new Bill is to give the Board of Trade powers to take provisional anti-dumping action in suitable cases when a *prima facie* case of dumping and material injury has been made out and while the main investigation is still going on. This is in accordance with the Government's statement in the National Plan (page 146, paragraph 18):

> 'The Government accept that effective protection against dumping is important to the industry; and they will be considering, in the light of the progress made in current negotiations on anti-dumping procedures and other non-tariff barriers in the Kennedy Round, the suggestion put forward by some other industries as well as chemicals that the Customs Duties (Dumping and Subsidies) Act, 1957, should be amended to give the Government wider powers to impose provisional duties in appropriate cases.'

In the Kennedy Round negotiations, agreement was reached on an Anti-Dumping Code setting out rules for the implementation of Article VI of the GATT. The text of the Code was published in the White Paper on the Kennedy Round negotiations (Cmnd. 3347). The Code has so far been signed by Canada, the United Kingdom, the United States, all the EEC countries, the EFTA countries, except for Norway and Portugal, and Japan. The powers sought in the Bill are in full accordance with the Code.

Other amendments that will be sought in the Bill are mostly clarifications of the present Act found necessary during the Board of Trade's experience of its operation and a few minor changes in wording designed to bring the Act, as well as our administration of it, into clear conformity with the Anti-Dumping Code.

Consumer protection legislation

A Bill entitled the Protection of Consumers (Trade Descriptions) Bill was introduced in the House of Lords in the last Parliament in January 1966. It lapsed with the dissolution before the committee stage in that House had been completed.

During the past session Ministers have made it clear that they intended to introduce legislation on similar lines as soon as Parliamentary time permitted. For example, on May 2, 1966, Mr. Arthur Palmer, MP, asked the President 'if it is proposed to introduce in this session legislation for consumer protection similar to the Protection of Consumers (Trade Descriptions) Bill introduced in the last Parliament.' The then President replied:

> 'I intend to introduce this legislation as soon as Parliamentary time permits. I cannot at present say whether it will be possible this session.'

On April 26, 1967, in reply to a question by Mr. Robert Howarth, MP, Mr. Jay said:

> 'I intend to seek powers in the Protection of Consumers (Trade Descriptions) Bill to require goods of any description to be labelled with information for the benefit of consumers. . . .'

The 1966 Bill was intended broadly to implement the recommendations of the Molony Committee on Consumer Protection for modernizing, strengthening and extending the scope of the existing Merchandise Marks Acts 1887-1953 so as to provide consumers with better safeguards against misdescription of goods. In two important respects it went beyond the Committee's proposals – in prohibiting oral as well as written misdescriptions, and in dealing with false statements relating to services.

The Bill had two main purposes. First, it re-defined offences in respect of the misdescription of goods. These were based on the provisions of the present Merchandise Marks Acts, but would have greatly enlarged their scope by expanding the matters as to which misdescription is an offence to include almost all matters of ascertainable fact and by covering misdescriptions in oral statements and in all, instead of only some kinds of advertisements.

Secondly, it conferred powers on the Board of Trade to require goods to be marked with information or instructions in the interests of consumers, and to define imprecise terms used in trade (e.g. 'rust-proof', 'shrink-resistant').

The other main innovation in the Bill, apart from the provisions dealing with false statements about services, was the prohibition of false indications as to prices of goods, such as exaggerated claims about price reductions and deceptive marking suggesting that goods are cheaper than they really are.

Enforcement of the present law is not mandatory on any authority. Adequate enforcement of the new legislation would have been assured by placing the duty on the larger local authorities.

BAHRAIN, *continued*

Bahrain is in the sterling area, there are no quota restrictions of any sort and rates of customs duty are generally low. Its position and experience also make it an ideal centre for, and a stepping-stone to, other markets in the lower Gulf.

Apart from the exceptions already mentioned the best way of doing business is nearly always through a local agent. Generally speaking, it is advisable to choose a national of the country. The Commercial Officer at the Political Agency can, of course, help exporters to find and select agents, but it is preferable that they should send a representative to see the market. Regular visits are advisable for most commodities and, initially at least, one visit of four days is preferable to two visits of two days each. While for many items Bahrain is a price conscious market, its most experienced merchants, as well as many of those much less experienced, are much influenced by the manner in which manufacturers and suppliers conduct their business relationships. Honesty, reliability and politeness are qualities which the Bahrain merchants expect to find in British exporters; indeed that is what they like about us. There are, however, too many instances where reliability (late deliveries) and politeness (not replying to letters and particularly telegrams) are overlooked and unfortunately they do us a disproportionate amount of harm. Exporting is not easy, but it is much easier if these points are constantly borne in mind.

In view of the recent hostilities in the Middle East, a word about the situation generally in Bahrain, especially as it affects trade with Britain, is appropriate. Because of the high degree of political stability which Bahrain enjoys, the country came out of the troubles physically unscathed and although emotions ran high in the immediate days afterwards, these quickly subsided and have now almost completely gone. Apart from some small, temporary and disorganized boycotting of British goods – there were no directives from the Government – shipping delays and some increase in prices caused by the closure of the Suez Canal, the commercial and financial situation soon returned to normal. Successful visits and business transactions can continue to take place although a little more patience and a little more effort, two virtues never out of place, are probably now more necessary than before.

Foreign Secretary's statement on Common Market

MR. GEORGE BROWN, Secretary of State for Foreign Affairs, made the following statement in Parliament on October 26 regarding Britain's application to join the Three European Communities:

'First, let me give a brief summary of developments since the debate in the House on May 8, 9 and 10. As hon. Members will recall, we then applied to join the Communities in terms strictly in accordance with the appropriate articles in the Treaties which deal with new members. Since that date, all the procedures laid down in the Treaties have been observed.

'Before the Summer Recess, and following the statement which I made at the Western European Union Council on July 4, the Council of Ministers of the Six asked the Commission to prepare an opinion on our application. This the Commission did quickly and thoroughly and its report was presented to the Council of Ministers on September 30.

'The Commission's Report – which deals also with the application of Denmark, Ireland and Norway – has now been published, and copies of the English version have been available for some days in the Library of the House.

'The Report is an internal document of the Community and has not yet been fully debated by the six Governments. But there are two important points in the report to which I should like to draw attention. First, the conclusion that Britain's accession to the Community will strengthen it and afford it the opportunity for further progress. Second, the firm recommendation of the Commission that negotiations should begin. For, as it says, solutions can only be found in negotiations.

'As the House knows, this is our view and it conforms with Community procedures as laid down in the Treaty. It is the view of the overwhelming majority of opinion throughout Europe. We want to join the Communities as they are, on equal terms with the other members and we want, with our partners, to go from there and build with them on the foundations that they have laid, so that together we achieve a more united and more powerful Europe. I am glad to think that our purposes in this are now clearly recognized.

'The Council of Ministers of the Community discussed, as hon. Members know, the Commission's opinion at some length earlier this week. These discussions will continue on November 20. Meanwhile, we in Britain should not rush to draw conclusions.

'We are confident that the procedures laid down in the Treaty will continue to be followed. The Treaty provides that the member States and the applicant State shall agree on the conditions of admission and the adjustments required. This means negotiations. We therefore continue to expect a reply from the Six as a whole that, having received the Commission's opinion on the point, they are ready to open negotiations with us.

'The Luxembourg meeting demonstrated what a lot of support there is for this application in the Community. I should like to take this opportunity to acknowledge the strong support that we received from a number of countries. We are confident that in the further discussions which the Six are to have next month the utmost efforts will be made to obtain agreement that the Community should begin negotiations with us in accordance with the Treaty.

'As the House knows, we have had the pleasure of a visit these last three days from the Chancellor of the Federal Republic of Germany. This gave us a timely opportunity for a thorough discussion together on these issues. We were encouraged by the strong support which Chancellor Kiesinger and his Government continue to give us. I should like to remind the House of the statement which he made before he left London yesterday:

"The Federal Government is of the opinion that Great Britain should become a member of the European Communities. It will carefully examine the objections to British membership which have been raised within the Community of the Six. During the deliberations initiated among the Six the Federal Government will endeavour to help overcome the difficulties that have arisen and trusts that these deliberations will soon lead to the opening of negotiations with Great Britain."

'Her Majesty's Government will continue to press hard for negotiations to open. Our application is on the table. We, for our part, are ready to start negotiations now.'

The discussion on the statement is given in *Hansard*, columns 1896 – 1904.

The question of sterling

—the Chancellor

SPEAKING ON THE question of sterling at the Lord Mayor's dinner to the bankers and merchants of London on October 26, Mr. James Callaghan, Chancellor of the Exchequer, said: 'I have seen the views expressed that European suggestions relating to the question of sterling may have been raised in a negative spirit. Some may think that these arguments are being advanced not with the intention of promoting a solution of any problems that may exist, but as a method of delaying progress in other fields. On the other hand, I prefer to act on the belief that they are being advanced in a constructive spirit, with the purpose of seeking to promote the more effective integration of the economies of Europe.

'It is clear that sterling is a great world currency whose links extend to every continent. Many nations, both inside and outside Europe, use it for their own purposes and advantage and it is, therefore, obvious that Britain's application to enter into the EEC does bring up the question of how best this great world currency can be fitted into the monetary and economic pattern of Europe.

'But is this a question that Europeans should approach timorously or fearfully? On the contrary. In my view the existence of this currency coupled with the expertize of the City of London presents Europe with new opportunities for financial and commercial expansion.

'With Britain in the Common Market, fuller use could be made of this instrument at the service of Europe, and with constructive and imaginative statesmanship we could prepare for a new stage in the evolution of the world monetary system.'

Speaking of the evolution of the system, Mr. Callaghan said that during the present century there had been a marked development. We began with a situation in which gold and sterling were the two main assets held in the reserves of many countries. Then came a period in which the dollar was held to an increasing extent. Until now it had far surpassed sterling as a reserve asset. But the use of gold and sterling had not been replaced by dollars – all three assets were now widely held.

He hoped shortly that we would move into a further phase, namely, the creation of a new asset in the form of the Special Drawing Rights of the IMF, a scheme for which was agreed recently at Rio de Janeiro. Once this scheme was activated, the Special Drawing Rights would take their place alongside gold, dollars and sterling, and reserve assets would become four-fold.

'This process of evolution is bound to continue and I have often made clear that I am ready to enter into constructive discussion about the next stages of development,' the Chancellor continued.

'At this stage there are, I submit, two conclusions to be drawn. First, history shows that the main question has always been how to supplement existing reserve assets rather than how to supersede them. Second, that the international monetary system will continue to evolve whether Britain is a member of the EEC or not.

'The question now is whether Europe would wish to take advantage of Britain's application for entry to propel the evolution in a particular direction and so gain greater influence for the community as a whole.

'If so, we are ready to discuss such an evolution. We will sit down with our partners for serious negotiation, assuming as we do that their propositions are put forward in a spirit of constructive questioning.

'First, it will be necessary to agree on the topics to be covered. The Government has always made it clear that a primary objective of our policy must be a strong balance of payments. Our policies are directed to that end, and we are confident that we shall be successful within the time-span that will in any case elapse before we can enter the Common Market.

'The other main question – that of the sterling balances – looms larger now during this period of reconstruction than it will do when we are seen to be in a strong balance of payments position. Nevertheless, let us look now at this question of sterling as a reserve currency.'

Looking at the list of topics that must be included, the Chancellor said that:

First, it would be necessary to reach agreement that we were not seeking to attack or weaken any national currency. On the contrary, the objective would be to strengthen the international monetary system as a whole, with any necessary adaptation or

development of the roles played by particular currencies; in fact, to pursue policies designed to build up world monetary reserves and confidence in them. This would be an essential objective in order that a rising level of world trade could be financed.

Secondly, it would be necessary to reach agreement on the main facts about sterling as a reserve currency. Sterling existed as an international currency not because the British Government willed it, but because the world as a whole, governments, bankers, traders and investors chose to use sterling. Nobody planned or created the Sterling Area. It developed like other market institutions by an impersonal process, with the growth of world trade and the ever more intricate network of financial relationships. Even if the present official holders of sterling were to decide that they wished to hold less sterling in their reserves, it would not necessarily follow that sterling would be any the less important as a trading currency than it was now.

'Assuming that we reached a consensus on the realities of the situation, we should then need to move to the third item,' the Chancellor said:

'If there were to be a general agreement among all interested parties – and I want to emphasize that they are at present very far from reaching this point – that there should be some reduction in the use of sterling as a reserve currency, we would then need to discuss with whom we would share our present role of banker.

'There are various possibilities. For instance, should the dollar area be extended to take over sterling's role? Or should the IMF take over some sterling balances if they were willing to do so, in return for claims on the Fund? Or, in the context of our entry into the Common Market, should there be some development in which the Community played an enlarged role?

'Fourth, extending through the consideration of all the three topics that I have mentioned, it would be necessary to consult the interests of present holders of sterling and to safeguard their rights.

'Having proposed an agenda, it is not for me to try and answer these questions tonight. But I permit myself the observation that in the context of our application to join the Common Market the sterling balance question has been greatly exaggerated.

'It is not a problem that needs to be settled before we enter the Common Market. The new Special Drawing Rights scheme took four years to work out and, even now, it is not in its final form. Against that background is it likely that a further evolution of the monetary system affecting sterling will take place any more quickly?

'Nevertheless, if my view is not shared by some of our friends in Europe, we are prepared to take part in constructive discussions whenever they like, provided, of course, that such discussions are not intended to delay negotiations on entry into the EEC. It is clear from what I have said that the evolution of the monetary system cannot be settled by one nation in isolation. It needs painstaking examination at expert level and in a quiet atmosphere.

'But, as I have emphasized, for such a discussion to be worth while there must be agreement on our objective, and that involves agreeing on the topics to be covered. Indeed, it is most important that we should do so if we and the EEC are to seize the opportunity which is now open to us to approach these problems in a constructive and European spirit.

'The question of a European common currency is another matter and would be a much longer-term one, since it could come about only if members of the Community, including ourselves, had achieved a much greater degree of economic integration than at present. But our application to join the EEC does present an opportunity for bringing our thinking and, we hope, in due course our policies, much closer together.'

EFTA Ministerial Meeting in Lausanne

THE FOLLOWING communique was issued after the Ministerial Meeting of EFTA Councils in Lausanne on October 26.

'The EFTA Council and the Joint Council of EFTA and Finland met at ministerial level in Lausanne at the invitation of the Swiss Government on October 26, 1967. Mr. Hans Schaffner, Federal Councillor and Head of the Federal Department of Public Economy of Switzerland, was in the chair.

'Ministers reviewed the current activities of EFTA. They noted that the council at official level is carrying out the general review of the agricultural provisions of the convention agreed upon at the ministerial meeting in Stockholm in March this year. Ministers noted the continued satisfactory operation of the Free Trade Area, and reviewed work in progress on the application of the rules of competition. Ministers agreed that this work should be pursued and that high priority should continue to be given to reducing technical barriers to trade, this being of increasing importance now that virtually all tariffs and quantitative restrictions between Member States had been removed. In this respect they agreed to strengthen their efforts in applying international standards. In connection with Government aids reference was made to plans for building aluminium smelter plants in the United Kingdom. Ministers agreed that the matter should be further pursued in bilateral talks between the United Kingdom and the Norwegian Government, assisted as required by the working party on government aids. Ministers also discussed a report on the effects of United Kingdom investment grants for shipping and decided that the matter should be kept under review. The Council also discussed and took note of the report of the 15th meeting of the consultative committee.

'The Council welcomed the announcement of the Finnish Ministers that Finland intended to remove, as from the beginning of 1968, duties on those industrial goods to which the slower timetable of tariff reductions applies. This means that all industrial imports to Finland from the EFTA Area will then become duty free.

'In connection with the report on the fourth meeting of the economic development committee, the Council endorsed a suggestion by the committe's chairman that, in the interests of EFTA co-operation, all Member Governments should now give attention to the selection of new and useful subjects of study by the committee.

'The Danish Minister informed the Council of his Government's intention to exercise its right under article 43 of the EFTA convention to make the convention applicable to the Faeroes. The other Ministers welcomed this declaration and instructed the Council at official level to decide as soon as possible how the convention should be applied to the islands.

'The EFTA Council, with the Foreign Minister of Finland present in a personal capacity, discussed developments in European integration since the previous Ministerial meeting in London at the end of April. Ministers recalled the moves which, in consultation with their EFTA Partners, their Governments had made towards the European Communities. Ministers reiterated the determination with which all their Governments continue to work for the wider integration of Europe, which has always been the objective of the Association. They reaffirmed their conviction that Europe cannot realize its full potential until its present division is brought to an end. They were unanimous in their desire that the negotiations should accordingly be started quickly and be carried through to an early and successful conclusion. They joined in expressing once again their strong interest in safeguarding, within the enlarged European Community, the Free Market built up in the Association over the past seven years. Ministers were agreed on the importance of the closest consultation among their Governments in all matters concerning European integration. This would enable them to take account of the individual situations of the other EFTA countries in continuing to work for this objective.

'Ministers exchanged views on world trade matters. They agreed that the Kennedy Round had been a considerable success. Thanks to the constructive spirit evinced by the United States and their Trade Partners in Europe and elsewhere a new impetus had been given to world trade. Ministers voiced their concern about the protectionist tendencies now appearing in the United States. However, they expressed their confidence that the movement towards the dismantling of trade barriers would be sustained in order to obtain the full benefits of the Kennedy Round and to preserve the dynamic character of the process of further world trade liberalization to the advantage of all nations.

'Ministers had an exchange of views on the Second UNCTAD Conference to be held in New Delhi in February 1968, and reaffirmed their intention of playing their full part in ensuring its success. They expressed the willingness of their Governments to consider ways in which freer access might be given to exports of Developing Countries.

'At the invitation of the United Kingdom Government the next Ministerial Meeting of the Councils will be held in London on May 9 and 10, 1968.'

PRINTING FAULT IN OCTOBER 27 JOURNAL

OWING to a fault at the printers, some copies of the October 27 issue of the *Journal* were imperfect. Subscribers who wish to have a substitute copy, free of charge, should apply to: HMSO (P7C), PO Box 569, London, S.E.1.

Changing role of the travel agent—Mr. Mallalieu

OPENING the annual convention of British Travel Agents at Bournemouth on October 30, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that no profession had played a greater part in the development of modern tourism than that of the travel agent.

Change however was no stranger to their profession. 'The two decades which have elapsed since the end of the war have witnessed a tremendous growth in international tourism which, despite the economic difficulties to which nations are subject from time to time, continues to grow at a never-slackening pace. In 1956 less than one and a half million visitors came to our shores from foreign countries, the Commonwealth and the Irish Republic. Ten years later by 1966 this figure had grown nearly three fold to four million. By 1970, at the current rate of growth, it has been estimated that Britain will be attracting a total annual inflow of some six million visitors,' said the Minister.

He continued: 'At the same time more and more of our own residents have been travelling abroad for their own holidays, and for many millions of them this has only been made possible through the development and marketing of the inclusive tour by tour operators and retail agents. At the present time, owing to the balance of payments difficulties with which we in Britain are faced, some restriction has had to be placed on the amount of currency available to the individual tourist for overseas holidays. But I would emphasise that this is a temporary measure, and the Government recognises that international tourism in *both* directions is a symbol of the free circulation of people and ideas, and of our democratic way of life.

'I have already mentioned the record number of visitors who came to this country last year, and much credit is here due to the travel trade and the contribution you have made in servicing and indeed in promoting this inward travel. But most of you for most of your time are primarily concerned with the promotion of overseas holidays for residents of our own Islands. I want to suggest to you that with the world in the initial throes of a tourist explosion, and with another two million visitors expected to visit Britain in 1970, there is a rich field for inward travel waiting to be cultivated by those of you with sufficient initiative and energy.

'Many of you have already participated in the excellent "British Travel Workshops" organized by the British Travel Association. One such mission to North America came back recently with hard bookings worth £½ million, and with business estimated to be worth £5 million likely to mature over the next four or five years. I appeal to all of your tour operator members to consider getting in touch with the BTA, and see whether you ought not to be taking part in these very worthwhile travel workshops.'

Mr. Mallalieu continued: 'Again, four months ago the BTA appointed their first inclusive tour manager, charged with special responsibility of assisting the travel trade to develop tours and inclusive holidays for overseas visitors. Your own association is contributing to the cost of this venture, and I suggest you make it your business to get in touch with the BTA, and endeavour to increase, year by year, the proportion of your business accounted for by overseas visitors to the United Kingdom.

'So far I have spoken only of the changing role of the tour operator and travel agent in terms of foreign visitors visiting Britain; but I am convinced that in the years ahead you will have a new part to play in our domestic holiday trade. This winter the BTA will be mounting a "Holiday-in-Britain" campaign, at a cost of £300,000, designed primarily to encourage people who commonly think of their holiday in terms of going abroad to reconsider Britain as an attractive holiday country, and to persuade as many as possible of those people to take holidays in Britain. Our secondary target for the campaign will be those people who do not go abroad at present, but are most likely at some future time to consider a switch from holidays in this country. Finally, there are many people who do not take a holiday away from home at all: if they visit some place in the United Kingdom and thus contribute to extending the holiday-taking period, that will operate as a stimulus to development of additional holiday facilities and amenities.'

The Minister said that the campaign would be based on a plan prepared for the BTA by advertising consultants, and would take the form of national press advertising and television campaigns; production of tourist literature in co-operation with tourist boards and resort authorities; development of a marketing scheme in conjunction with the travel trade to sell in the home market existing and newly-planned United Kingdom package holidays and the launching of a public relations campaign, with the support of press and broadcasting organizations, on behalf of holidays in Britain.

'I am well aware, as indeed are you all, of the delights of overseas travel, but equally I am convinced that we in Britain have unique attractions and amenities to offer not only to visitors from overseas, but also to our own people to many of whom Britain is as yet an undiscovered country. I most earnestly hope therefore that whether as tour operators or as retail agents, you will all examine urgently the possibility of organizing and promoting holidays in Britain for our own people, in conjunction with the campaign about to be launched by the BTA.'

Record year for visitors to Britain

SPEAKING AT the annual meeting of the British Travel Association in London on October 26, Lord Geddes, its chairman, defined some of the things the Association stood for.

'We are in the export business,' he said, 'and it is for that reason that we receive a grant from the Government. The only difference between us and other exporters is that when we sell a commodity – a hotel bedroom, a seat in the 'Flying Scotsman', a tour of the Shakespeare country, a glimpse of Carnaby Street – we do not part with it: it is still there for us to sell again and again. That is what we mean by invisible exports.

'I am happy to report that we did extremely well last year and that the forecast I made at our last AGM was greatly exceeded. I said then that we anticipated a total of 3,000,000 overseas visitors in 1966 and that our foreign currency earnings would be in the region of £330 million. In fact we received 3,184,000 visitors from abroad (not including those from the Republic of Ireland) – an increase of 15 per cent on the previous year – and the total amount we received in foreign currency was £350 million, including fares paid by visitors to British carriers, an increase of nine per cent. These are trading results which any chairman of an industrial company would be proud to quote and I am proud to quote them here.

'So, once again, we have the satisfaction of looking back on a record-breaking year and the even greater satisfaction of looking forward to further records being broken in 1967. But I can't help wondering whether the very regularity of our record-breaking contains within it the seed of complacency. Is there not a danger – in fact, I will not ask the question, for there *is* a danger – that many people, not necessarily ourselves, are beginning to take an annual increase in our tourist figures entirely for granted, like one of the laws of nature. But there is no law of nature about it. Not only is the increase in our tourist traffic the result of our own carefully-planned marketing campaigns, but is dependent on the corresponding growth of the many constituent parts which make up the tourist industry. And that corresponding growth – so vital to the continued progress of the export trade in which we are engaged – is, in its turn, dependent on economic factors which are outside our control.'

Britain's 'Travel Oscar' goes to Aviemore Centre

THE 'Come to Britain' trophy – Britain's 'Travel Oscar' – has been won this year by the Aviemore Centre in Inverness-shire, Scotland. This news was given by Lord Geddes, chairman of the British Travel Association, at the Association's annual meeting in London on October 26.

The trophy – a bronze statuette of St. Christopher, patron saint of travellers – is awarded annually by the BTA to the organization, company, local authority or individual judged to have introduced the best new tourist service or amenity in Britain during the current year.

Martech Report on British Weeks

ON OCTOBER 31 the Board of Trade announced that recent statements in the Press concerning the contents of a confidential report to the Board on British Weeks were inaccurate and misleading

The announcement stated: 'The Board of Trade confirm that as part of their internal study of the organization and effectiveness of British Weeks they commissioned a study by Martech of the British Weeks held in Milan and Lyons. This report, which is an extremely detailed survey of the opinions of consumers, retailers and agents, as well as manufacturers in the United Kingdom, has now been received and is being studied by the Board of Trade in conjunction with the BNEC who are co-sponsors of British Weeks. The recommendations will be studied in the light of the experience of the highly successful Weeks just finished at Brussels and Toronto.'

Mr. Anthony Crosland appoints additional Parliamentary Private Secretary

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Donald Dewar, MP, to be an additional Parliamentary Private Secretary. Mr. Dewar is Member of Parliament for Aberdeen South.

The appointment of Mr. Dan Jones, MP, as Parliamentary Private Secretary to Mr. Crosland was announced on September 28.

Lord Brown to visit Eastern Region

LORD BROWN, Minister of State, Board of Trade, is to make a two-day visit, on November 9 and 10, to the Board of Trade Eastern Region. The Minister will call on firms in the area to congratulate them on their export achievements and to make personal contact with those closely engaged in the export drive.

On the morning of November 9 Lord Brown will visit Nore Electric Co. Ltd., Southend-on-Sea (auto-lamp bulb and microvalve manufacturers) and G. Prout & Sons Ltd., Canvey Island (boat-builders). After attending a luncheon at the Bulls Eye, Basildon, as guest of the Essex Exporters' Association, the Minister will visit Spong & Co. Ltd. (manufacturers of kitchen equipment) and Albert Mann Engineering Co. Ltd. (manufacturers of rotary cast strip rolling mills for non-ferrous metals). On that evening the Minister will attend a dinner for local industrialists to be given by Mr. F. Lacey, Board of Trade Controller, Eastern Region, at the Red Lion Hotel, Colchester.

On November 10 Lord Brown will travel to Ipswich to visit R. E. H. Kennedy (makers of reproduction furniture) and Phillips & Piper Ltd. (manufacturers of riding wear and men's outerwear). The Minister will then travel to Needham Market, where he is to be guest at a luncheon of the Suffolk Exporters' Club. In the afternoon he will call on two firms in Bury St. Edmunds, Robert Boby (manufacturers of malting machinery) and Van Melle Ltd. (confectionery manufacturers).

Note: This is the latest in a series of export promotion visits that Lord Brown is making to various parts of the country. Earlier visits in this series during the year were to South Wales (July 20 and 21), the Northern Region (June 29 and 30), Medway towns (June 20) and to Scotland (May 11 and 12).

EFTA (Origin of Goods) (Amendment No. 3) Regulations, 1967

THE European Free Trade Association (Origin of Goods) (Amendment No. 3) Regulations, 1967, published on October 31 (SI 1967, No. 1584) amend Schedule II of the Regulations by introducing a new product heading and qualifying process for needled felts (BN heading 59.02).

The effect of this amendment, which takes account of an EFTA Council Decision, is that needled felts manufactured in the EFTA area from fibres of polypropylene of non-EFTA or undetermined origin may now qualify for EFTA tariff treatment provided that the value of such fibres does not exceed 40 per cent of the export price of the finished product.

Copies of the Regulations can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 6d. or 9d. by post).

New Board of Trade Appointments

THE PRESIDENT of the Board of Trade, with the approval of the Prime Minister, has appointed Mr. A. D. Neale, MBE, at present an Under Secretary in the Board of Trade to be an additional Second Secretary in that Department.

Dr. W. Beckerman, a Fellow of Balliol College, Oxford, has accepted the President's invitation to fill a new post as Economic Advisor to the Board of Trade. Dr. Beckerman has been given leave of absence by his College for the period of the appointment which begins on November 3 and is for a period of two years.

Mr. J. B. Heath, at present Director of the Board of Trade Economic Research Unit, will take up a new post, on promotion, as Director of Economic Services in the Board of Trade.

Note:

Dr. Beckerman, who from 1961 to 1963 directed the study produced by the National Institute of Economic and Social Research on 'The British Economy 1975', was Economic Consultant to DEA from November 1964 until September 1965.

The Duke of Edinburgh presents awards for design management

AT THE Royal Society of Arts in London on October 30 HRH The Duke of Edinburgh, President of the RSA presented four firms with the Society's Presidential Awards for Design Management. The firms were: BTR Industries Ltd.; Clydesdale Bank Ltd.; J. Sainsbury Ltd.; and British Thornton Ltd.

The Award was instituted in 1964 to recognize outstanding examples of design policy in commercial and industrial concerns and public undertakings in this country under British control. This is the second series of awards.

Representatives of the four firms gave a short account of their companies' design policy, after which HRH presented them with specially designed Wedgwood plaques.

To coincide with the presentations, a display based on the design activities of each of the four award-winning companies is on view at the Design Centre, London, until November 18.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) The Phoenix Assurance Co. Ltd. and the Yorkshire Insurance Co. Ltd.

(2) Messrs. De Pinna & John Venn and Messrs. Scorer & Harris. Harris.

Census of Production for 1967

THE CENSUS of Production to be taken in 1968 for the year 1967 will be an inquiry on similar lines to the simplified censuses taken in respect of the years 1964 to 1966. It will include firms engaged in manufacturing, construction, mining and quarrying, and water supply. The questions asked will again relate only to capital expenditure and to stocks and work in progress. Exceptionally, additional information about employment will be required from the construction industry.

An Order prescribing the matters about which returns may be required has now been made by the Board of Trade.

The Order, which operates from December 31, 1967, is the Census of Production (1968) (Returns and Exempted Persons) Order, 1967 (SI 1967 No. 1558). Copies may be obtained from HMSO, 49 High Holborn, London, W.C.2, and branches, or through any bookseller, price 6d. (or by post 9d., from HMSO, PO Box 569, London, S.E.1).

Note:

Fuller details of the Census for 1967 were announced in the *Board of Trade Journal* on September 22, 1967 (page 689).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 17, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	Succinaldehyde di(sodium bisulphite)	Succinaldehyde bis sodium bisulphite	December 31, 1967	13095
29.23	D-Glucosamine hydrochloride	D(+)Glucosamine hydrochloride	December 31, 1967	2698

Application for reimposition of duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty, as from December 30, on the following item which is at present temporarily exempt from duty:

Tariff heading	Description	Reference
29.26	*NN'N''*-Triphenylguanidine	6793

Interested parties will wish to note that applications for restoration of import duty on the materials listed below have been withdrawn:

29.02	1, 4-Dichlorobutane	8849
29.13	Benzoin	13012
29.14	H-Methylvaleric acid	925
29.16	Pyruvic acid which, in the dry state, contains not more than 97% by weight of free acid calculated at pyruvic acid	3396
29.35	Guanine hydrochloride	3352
	Methimazole	6629

The Import Duty Drawbacks (No. 10) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 10) Order, 1967.

This Order

(i) increases the rate of drawback of import duty for certain soya bean oil manufactured from imported soya beans; and

(ii) revokes the existing fixed rates of drawback of import duty for exported vinyl chloride and vinylidene chloride products and provides for drawback to be related to the duty paid on the imported copolymers of vinyl chloride and vinylidene chloride actually used in the manufacture of the exported goods.

The Order came into operation on November 2, 1967, and has been published as Statutory Instruments 1967 No. 1564.

Copies are obtainable direct from HMSO.

Inquiries should be made to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2514).

The Import Duties (General) (No. 7) Order, 1967

THE TREASURY has made the Import Duties (General) (No. 7) Order, 1967.

This Order reduces the full rate of duty on 1,6-Hexanolactam from 33⅓ per cent to 16 per cent *ad valorem*.

The Order came into operation on November 2, 1967, and has been published as Statutory Instruments 1967 No. 1562.

Copies of the Order are obtainable direct from HMSO.

Inquiries should be made to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2514).

The Import Duties (Temporary Exemptions) (No. 8) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 8) Order, 1967.

This Order provides that the goods listed in Schedule 1, mainly chemicals and certain other goods, shall be temporarily exempt from import duty, and those listed in Schedule 2, including chemicals and certain other goods, shall continue to be temporarily exempt from import duty until December 30, 1967.

The Order came into operation on November 2, 1967, and has been published as Statutory Instruments 1967 No. 1563.

Copies of the Order are obtainable direct from HMSO.

Inquiries should be made to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2514).

The Companies (Fees) Regulations 1967

THE FEES (of £1 or 10s.) payable on the registration with the Registrar of Companies of mortgages, debentures or other charges, are abolished by the Companies (Fees) Regulations 1967 with effect from October 28, 1967. In addition the 5s. fee for registering the appointment of a receiver or manager is also abolished.

The regulations revoke the Companies (Fees) No. 1 Order 1929 (S.R. & O. 951/1929) and the Companies (Fees) (Scotland) Regulations 1961 (S.I. 1961/1974), under which these fees were formerly prescribed.

The fee of 1s. for inspecting the register of charges remains unchanged.

Copies of the new regulations (S.I. 1967 No. 1557) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3d.

Carriage Insurance Co. Ltd.

THE BOARD OF TRADE have issued a direction under Section 68 (1) of the Insurance Companies Act 1958-67 to the Carriage Insurance Company Ltd., of Thavies Inn House, Holborn Circus, London, E.C.1, requiring them to cease taking on new motor insurance business as from November 1, 1967. This prohibition applies to renewal of existing policies as well as to issue of new policies. It does not prevent the company discharging its liabilities under policies already in issue.

The power to issue such a direction was conferred on the Board by the Companies Act 1967 enacted on July 27 and this is the first such direction to be issued.

International Convention publications from HMSO

International Convention revising the Berne Convention for the Protection of Literary and Artistic Works (Cmnd. 3390)

Convention Establishing the World Intellectual Property Organization (Cmnd. 3422)

Madrid Arrangement for the Suppression of False or Misleading Indications of Origin on Goods (Cmnd. 3430)

THE TEXTS of the above Conventions and Agreement, as revised at the Stockholm Conference on July 14, 1967 have been published in the Miscellaneous Series and can be obtained from any branch of Her Majesty's Stationery Office, price 2s. 9d., 1s. 9d. and 10d. respectively, or by post 3d. extra.

Centre for Interfirm Comparison to receive Government support

MR. ANTHONY CROSLAND, President of the Board of Trade, answering a written question in the House of Commons on October 25 said:

'The Prime Minister announced at the National Productivity Conference on June 14 that the Government had decided, subject to the approval of Parliament, to provide some direct financial assistance to the Centre for Interfirm Comparison. It is proposed to make annual grants up to a total of £210,800 during the five years beginning October 1, 1967.'

Notes:

Government assistance to the Centre for Interfirm Comparison will be spread over six financial years in the following way:

October 1, 1967, to March 31, 1968	£27,200
1968/69	£51,700
1969/70	£50,300
1970/71	£43,900
1971/72	£28,700
April 1, 1972, to September 30, 1972	£9,000

It is being tapered off in the last two years with a view to the Centre being self-supporting again, at a higher level of activity, at the end of the five year period.

The Centre for Interfirm Comparison, established by the British Institute of Management and the British Productivity Council, is the national, non-profit making body for the development and conduct of interfirm comparison (IFC). It has conducted comparison schemes in some 50 industries and trades; the comparisons aim at helping the managements of firms taking part to see how their performance compares with that of others in the same trade, why it differs, and what lines of action should be pursued in order to raise productivity and efficiency. In this way IFC schemes help to raise standards of managerial efficiency in the United Kingdom.

The object of the Government's financial assistance to the Centre is to enable it to carry out a major development campaign, meant to arouse further management interest in IFC, and to lay the basis for the extension of IFC schemes to cover an increased number of firms, industries and trades. The Centre will also be able to intensify its research into IFC techniques. The Government considers that the Centre's work, backed by Government assistance, will play an essential part in spreading the knowledge of the interfirm comparison technique widely through industry, ensure that more such comparative studies are undertaken, and make a real contribution to the improvement of industrial efficiency and productivity.

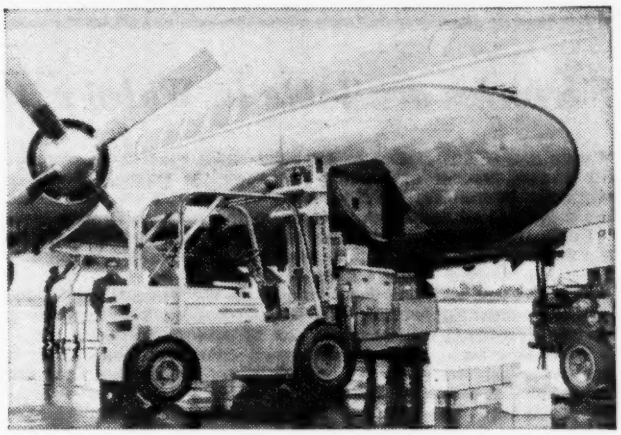
The development activities which will receive financial assistance will be carried out separately from the Centre's actual interfirm comparison work. This means that – as before – the data supplied to the Centre by firms will be treated in strict confidence; these figures will appear anonymously (in ratio and percentage form) in the reports on the comparisons, which will be made available only to the participating firms and not to any other body.

Training levy for the hotel and catering industry

MR. RAY GUNTER, Minister of Labour, has approved proposals submitted by the Hotel and Catering Industry Training Board for a levy on employers within scope of the Board equal to 1 per cent of their payroll in the year ended April 5, 1967. The levy will be used to make grants for the training of such categories of trainee as management and supervisory; craft and operative; front office and clerical; and training personnel.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford Street, London, W.*1; 13*A Castle Street, Edinburgh* 2; *Brazennose Street, Manchester,* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary Street, Cardiff;* 50 *Fairfax Street, Bristol* 1; 7-11 *Linenhall Street, Belfast; or through any bookseller.*



Last February the Prime Minister officially opened the £2¼ million airport at Newcastle-on-Tyne. In addition to replacing temporary buildings, the ground services equipment at Newcastle is also being reviewed. One of their latest acquisitions is an 8,000-lb. capacity Coventry Climax diesel fork lift truck, model MEDA. This is used to load and unload aircraft as they arrive, and the efficient operation of the truck contributes to the speed with which aircraft can be turned-round.

Edinburgh's exclusion from Development Area

THE SCOTTISH COUNCIL (Development and Industry) is to take up again the issue of Edinburgh's exclusion from the Scottish Development Area. This was stated by Lord Clydesmuir, the Council's chairman, when he addressed Leith Chamber of Commerce at their annual lunch on October 27.

Dissolution of the British Iron and Steel Federation

IN ACCORDANCE with an agreement reached between the British Steel Corporation, the British Iron and Steel Federation and the British Independent Steel Producers Association, the Federation was dissolved as from October 31, 1967.

On that date the 'common service' activities of the Federation – which include the central trading activities (including ore importing) at present operated through the British Iron and Steel Corporation Ltd., a company controlled by the Federation, and the central statistical services – were taken over by British Steel Corporation. The British Iron and Steel Corporation Limited has now become a wholly-owned subsidiary of the British Steel Corporation.

Subject to review in the light of experience, those of the Federation's Conferences and Associations with 'mixed' – (i.e. public and private sector) representation will remain in existence for the time being, thus providing a forum for discussion between the public and private sectors, at product level, on matters other than price.

The British Steel Corporation has undertaken that certain common services hitherto provided by or through the Federation will continue to be available to the private sector of the industry under agreed arrangements. These services include the research and educational facilities at present provided by the British Iron and Steel Research Association and the Federation's Management College at Ashorne Hill.

On the dissolution of the British Iron and Steel Federation, the newly-formed British Independent Steel Producers Association will assume the role of the central trade organization for those companies remaining in private ownership, providing, for them, as appropriate, central services not the subject of special arrangements with the British Steel Corporation.

The staff of the Federation will be invited to transfer to the Corporation on the same terms as those on which they are at present serving. The Corporation's permanent staff requirements are at present under review and the extent of permanent employment of Federation staff by the Corporation will be subject to the outcome of this review.

Factories available in Wales with Development Area status

WALES HAS MUCH to offer to the industrialist whether he is setting up a new process or looking for room to expand. Points of particular interest are the availability of labour, good communications, grants and assistance, and, of course, modern factory space.

For many years manufacturers have been proving that industries can find in Wales new locations where plenty of labour is waiting – adaptable, flexible labour willing to learn and be efficient at new skills. To assist with training programmes the Ministry of Labour can offer financial help as well as practical advice, and will be pleased to provide full details of the services available.

Wales has been improving her road communications so as to provide a fast service to the rest of Britain; motorway links and improved fast roads are bringing all Wales within easier reach of home markets, and port facilities are virtually 'on the doorstep' for exports. British Rail are already operating their freightliner service from Cardiff; a similar service from Swansea will start in the near future, and this will be followed later by freightliner terminals in West Wales and in North Wales.

Almost the whole of Wales has Development Area status, and current Government loans, grants and assistance are available for industries being introduced into the area.

The Welsh Industrial Estates Corporation are currently building a number of 'Advance' factories for the Board of Trade and for the Development Commission in chosen places where the Government wish to provide more opportunities for employment. These modern and attractive factories are designed to be suitable for a wide range of medium and light industrial purposes, and the specification aims to provide a building of substantial quality which it will need only reasonable maintenance to keep in good order.

Advance factories are complete with offices, toilets and cloakrooms, etc.; all normal, essential services are connected, and the buildings are provided with a heating system, and lighting installation ready to receive fittings, etc. Roads, paths and forecourts are suitable for most modern forms of transport.

The site areas are large enough for at least 100 per cent extension of the production space, and the factories are designed to facilitate extension.

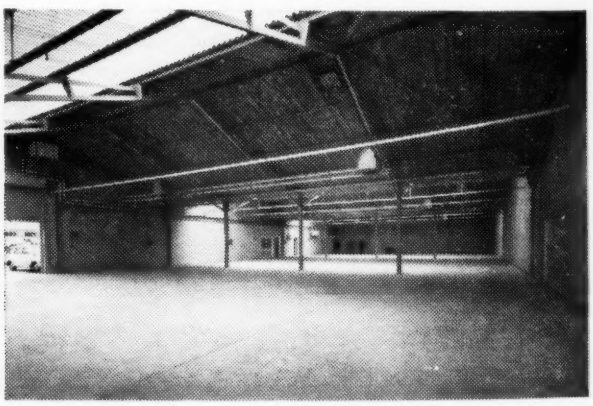
The premises are available on lease for 21 years at attractive rents related to their locations or for sale on deferred terms – and with the benefits available from the Board of Trade in grants for plant and machinery and a variety of other matters which may be appropriate in individual cases.

Factories of 10,000 sq. ft., 25,000 sq. ft., and 50,000 sq. ft. are available, under construction or are in the planning stages. A list is given below, and further information regarding all aspects of factories in the Development Area of Wales may be obtained from any Regional Office of the Board of Trade or from the Welsh Industrial Estates Corporation, Treforest Industrial Estate, Pontypridd, Glamorgan (Tel. Treforest 2011).

Advance factories in Wales

Factories available immediately		
In Pembrokeshire	Milford Haven	10,000 square feet
In Carmarthenshire	Llandybie	10,000 square feet
In Glamorgan	Pontardawe	10,000 square feet
	Merthyr	25,000 square feet
	Neath	10,000 square feet
	Swansea	25,000 square feet
In Caernarvonshire	Pwllheli	10,000 square feet
Factories under construction (approximate completion dates indicated)		
In Glamorgan	Maesteg	10,000 square feet (November 1967)
	Maesteg	10,000 square feet (January 1968)
	Ystalyfera	25,000 square feet (December 1967)
	Kenfig	25,000 square feet (December 1967)
	Merthyr	25,000 square feet (March 1968)
	Swansea	25,000 square feet (November 1967)
In Breconshire	Ystradgynlais	10,000 square feet (November 1967)
	Ystradgynlais	10,000 square feet (December 1967)
In Caernarvonshire	Caernarvon	25,000 square feet (March 1968)

Further factories are being planned for the following locations:
Amlwch (Anglesey) . . . Dolgellau (Merioneth)
Llanidloes (Montgomeryshire) Ammanford and Llanelli (Carmarthenshire)
Maesteg, Kenfig, Gowerton, Merthyr. Clydach and Rhondda (Glamorgan.)



Left: A typical 10,000 *sq. ft. Board of Trade factory in Wales. Right: The production floor in a typical* 10,000 *sq. ft. Board of Trade factory.*

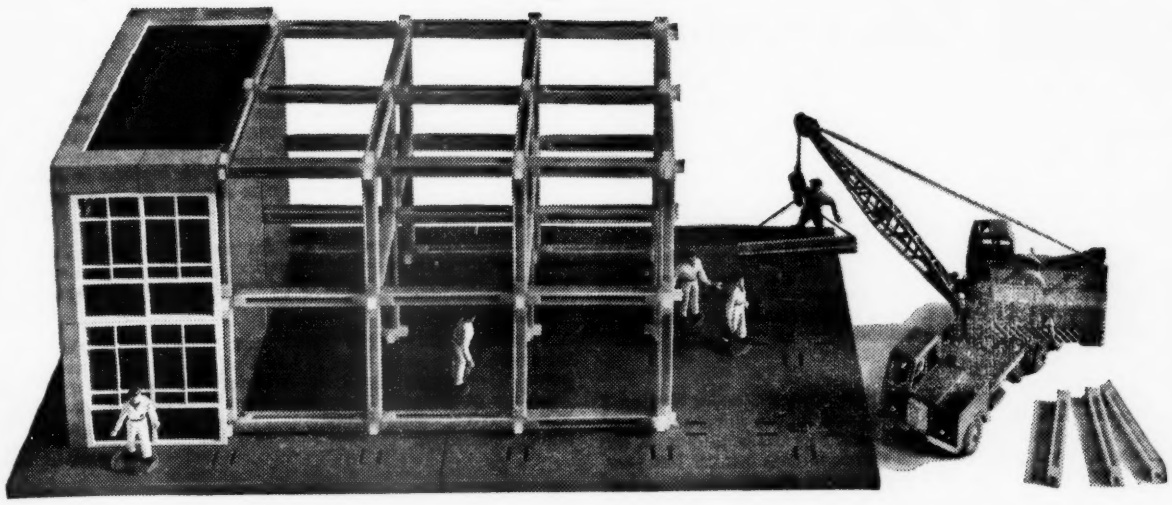
Factory for West Lothian

AN EIGHT-ACRE site at West Lothian County Council's East Mains Industrial Estate, Broxburn, is being acquired by James Harrison & Co. (Builders) Ltd., Edinburgh. Harrisons propose to develop this site to accommodate a factory for the manufacture of precast concrete units.

They envisage initially permanent buildings of approximately 20,000 square feet with offices and other amenities, all capable of easy future extension. An initial labour force of approximately 20 is anticipated, rising to around 60 over a two-year period. Thereafter Harrisons estimate a growth potential of approximately 25 per cent per annum for at least 10 years.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses in October 13 *issue.)*



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To: "INDUSTRIAL EXPANSION", the Board of Trade.
Please send me "Room to Expand", the complete range of illustrated explanatory literature.

*NAME*_____

*COMPANY NAME*_____

*ADDRESS*_____

*TYPE OF BUSINESS*_____ BTJ.2

ECGD business in the third quarter of 1967

'COMMERCIAL' BUSINESS insured by ECGD in the third quarter of 1967 amounted to £409 million. This was only slightly above that for the same quarter of last year and substantially below the two previous quarters.

The number of 'Comprehensive' policies rose during the quarter from 9,650 to 9,860. The number of 'Comprehensive' guarantees to banks is now 653.

Specific policies issued during the quarter totalled £29.6 million, and included aircraft and aero engines (£11.6 million), ships (£2.7 million), locomotives (£1.3 million), tunnelling machinery (£1.0 million) and a fertilizer plant (£1.1 million). Altogether the total of new 'commercial' business insured during the quarter on terms exceeding six months was £71.4 million.

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Act) at the end of the third quarter of 1967 was 9,860. This compared with 9,650 at the beginning of the quarter and 8,827 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £2,011.0 million, compared with £1,974.5 million at the beginning of the quarter, and £1,851.8 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £29.6 million, were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under Comprehensive policies, the total of new business insured during the quarter on terms exceeding six months' credit was £71.4 million, compared with the quarterly average over the previous 12 months of £76.7 million.

The combined value of all Comprehensive and Specific insured business (excluding Services) declared as shipped during the quarter amounted to £409.0 million, compared with £442.3 million in the previous quarter and £408.1 million in the corresponding quarter last year.

The number of Comprehensive bank guarantees (under Section 1 of the Act) current at the end of the quarter was 653, compared with 597 at the beginning of the quarter and 193 at the end of the corresponding quarter last year. One hundred and forty-three new Specific bank guarantees were issued under Section 1 during the quarter.

Export Credits Guarantee Department

DURING THE QUARTER ended September 30, 1967, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1967, up to a maximum of £133,990,925 in respect of guarantees amounting to £225,119,419.

(b) under Section 2 of the Export Guarantees Act, 1949-1967, up to a maximum of £29,723,777 in respect of guarantees amounting to £31,178,286.

Exchange control: foreign travel

THE TREASURY announced on October 24 that as the Chancellor of the Exchequer announced on June 29, the basic foreign currency travel allowance for the year beginning November 1, 1967, will remain at £50. There will be minor relaxations to cover special cases.

The modifications will meet certain hard cases, remove anomalies and simplify administration.

Special cases

On and after November 1 banks in the United Kingdom will be authorized to provide an additional £25 for those aged 70 or more who go abroad on holiday and to children up to the age of 18 travelling in parties arranged by schools or youth organizations. In addition, applications may be made to the Bank of England through a bank or travel agent for an additional allowance by persons who suffer from a physical disability, full-time students, teachers studying their subject abroad, and persons visiting sick or elderly relatives. The amount allowed will depend on the circumstances of the case.

Conferences and business journeys

For business journeys in general the existing arrangements continue, but applications will be considered in appropriate cases for additional allowances for necessary expenditure abroad, especially in connection with export business.

In addition those attending conferences directly connected with business or professional activities will in most cases be able to obtain their necessary requirements of foreign currency up to £20 a day, just as they now can for other types of business journeys. For other conferences, not connected with business or professional activities, up to £10 a day may be allowed in appropriate cases.

Car allowance

The special allowance of £25 for a car hired abroad, now available if the car is hired for a period of at least five days, will be available only if the car is hired for at least seven days.

Export of notes

Travellers leaving this country are reminded that they may not take with them more than £15 in United Kingdom notes (or in the notes of other sterling area countries) except on journeys to the Republic of Ireland. They should make a point of consulting the 'Notice to Travellers' issued when they apply for their allowance of foreign currency.

Exports by post—simpler documentation

THE GPO announces that the Postal Despatch Note PP48 B and the *non-adhesive* Customs Declaration Form PP70 B are now available in a layout aligned to the JLCD Master Document. Exporters who wish to obtain supplies of these forms should write to their local Head Postmaster and state their requirements. Those who wish to print their own forms should write to the Postal Services Department, Overseas Mails Branch, PO Headquarters, London, E.C.1. Any general inquiries should also be made to this address, telephone 01-432 5999.

HM Customs and Excise have produced an aligned print of the corresponding 'Certificate of Posting of goods exported free of purchase tax' (Form PT43), supplies of which may be obtained from the local Collector of Customs and Excise.

Export discussion group

A NUMBER of Institute of Export members in North London got together in August 1962 and founded the North London Discussion Group and directed its aims and objects towards increasing the efficiency with which the local export business was conducted. The Group's next programme will run from October 1967 to May 1968 and the subjects under discussion will include: – The Docks; LIFT and the security of export cargoes, improving the profitability of exporting by value analysis and intelligent costing; EEC and the Kennedy round; methods of selling overseas; ECGD's current facilities; and factoring. There will also be a film show highlighting British fairs and exhibitions.

Meetings are held at The Nightingale Hotel in High Road, Wood Green, N.22. Admission is free and there are no obligations whatsoever. An invitation is extended to all companies and individuals in the area interested in overseas marketing and exporting to write briefly for further details to the Group Hon. Secretary, Mr. F. J. Giltrow, at 22 White House, Montagu Road, Edmonton, N.9.

British Trade Council in Austria

BUSINESSMEN with British trade interests in Austria have recently formed a British Trade Council in Vienna. Its object is to provide a forum for discussion of mutual problems and for the exchange of views and information.

Membership will be open to firms and individuals, Austrian or British, doing substantial business in goods or services of United Kingdom origin. The first full regular meeting will be held on December 9. The Chairman of the Council is Mr. H. P. Lambe, Area Manager of BEA, and the Secretary – to whom inquiries may be addressed – is Mr. M. Hibbert, of 1010, Vienna, Walfischgasse 9/II/28 representative in Vienna of the Confederation of British Industry.

Trade with Hong Kong

THE NORMALITY of the Hong Kong situation was the main impression of a large combined trade mission from the London and Birmingham Chamber of Commerce which has been visiting the colony recently. The mission was struck by the fact that since the disturbances began there had not only been no slackening of Hong Kong's productivity, but imports were still rising and exports had expanded faster than previously. They emphasized that the great activity which they had observed in the port was in itself proof that, far from being strikebound, as had been rumoured, there was actually no diminution of the operations of this efficient port.

Hong Kong trade figures confirm that trading conditions in the Colony remain almost normal. For the first eight months of 1967 Hong Kong's exports were up by 19.7 per cent compared with the same period last year while imports were 9.7 per cent up in spite of a steep drop in goods coming out of China.

Tourist traffic increased by almost 10 per cent in August compared with the same month last year, with most of the additional visitors coming from Japan and America.

This was the second large mission to visit Hong Kong recently. On September 23 the largest trade mission ever to leave Scotland set off for Hong Kong and Japan. The mission, sponsored by the Scottish Export Committee and led by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry), has been engaged in seeking direct sales outlets in Hong Kong, and, in some cases, seeking to negotiate joint ventures with Hong Kong corporations.

The joint London-Birmingham group was led by Mr. W. R. P. King, chairman of the Birmingham Chamber's Far East Executive Committee and managing director of The Mint (Birmingham) Ltd. On his return to this country, Mr. King said:

'The mission was a great success, booking orders to a value of some £¼ million and taking inquiries for goods worth £2¾ million. In Manila, the mission was received by President Marcos, who confirmed his anxiety to see the Philippines trading more and more closely with Britain. In Thailand particularly, it was brought home to us that Britain's efforts lack the intensity of, for instance, Japan's. One of the things we shall be looking at now, on our return, is the possibility of bringing more and more businessmen from the East to see what we can do in Britain. Throughout we were received at the highest level, and we shall be publishing our full report very shortly.'

The immediate outcome of the three-week Scottish trade mission to the Far East will be orders to the value of several hundred thousand pounds. Prospects for securing further substantial business in the future are excellent.

This was stated in Edinburgh on October 25 by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry), who led the 27-strong mission.

'Provided all the ground work is actively followed up,' Lord Clydesmuir commented, 'in terms of investment, this mission will earn Scotland and Scottish industry very considerable dividends, now and in the years to come.'

Success of boatbuilders trade mission

BRITISH BOATBUILDERS, who have just returned from a trade mission to the United States, are prophesying booming exports there next year. Nineteen members of the Ship and Boat Builders' National Federation made the 18-day tour, which was backed by the British National Export Council.

Mr. G. M. Cave-Hawke, the Federation's export promotion officer, said: 'I think we made a great impact on the American market, where British prestige in boatbuilding is higher than ever before.' One outcome of the mission may be that British boatbuilders will employ American naval architects.

Construction equipment mission to Australia

A FULL-SCALE mission by the Federation of Manufacturers of Construction Equipment is to visit Australia. The leader of the mission, Mr. Peter Hamilton, managing director of Hydraulic Machinery (Great Britain) Ltd., left London during October to discuss plant requirements with Government departments and users in New Zealand. Mr. Hamilton, who is also chairman of the Federation's export committee, is accompanied by Mr. Ian Hamilton, export sales manager of the Hydraulic Machinery Co. (GB) Ltd., arrives in Sydney on November 4.

Representing a wide range of British manufacturing interests in the construction field, the team plans to visit Brisbane, Melbourne, Canberra, Adelaide and Perth. It will also see something of the Hammersley area, scene of one of the richest recent discoveries of iron ore.

Seminar on Britain's book exports to Canada

A ONE-DAY SEMINAR on exporting to Canada was held on October 24 by the Book Development Council Ltd. in the premises of the National Book League.

Introducing the day's programme, Mr. Ion Earle, deputy director-general of the British National Export Council, congratulated the Book Development Council on the fact that the British book industry exports over 40 per cent of its total output; and on the special promotional efforts made in Canada this year, particularly at Expo '67 and Toronto British Week.

Export Buying Offices Association formed

A CONSORTIUM of the London buying offices of the worlds largest department stores, specialty shops and importers has been formed under the name of The Export Buying Offices Association Ltd., with offices at 54/62 Regent Street, London, W.1 (Tel. Gerrard 3060).

The Association announces that all the leading importers overseas, especially in the United States, Canada, Australia etc., have either their own London buying offices, or utilize independents, and these offices have now formed an association, the main object being: 'To act as a single corporate body in dealing with all matters relative to the encouragement of exports.'

The Association is actively encouraging sales of consumer goods, and estimate that their combined buying power last year exceeded $100 million.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

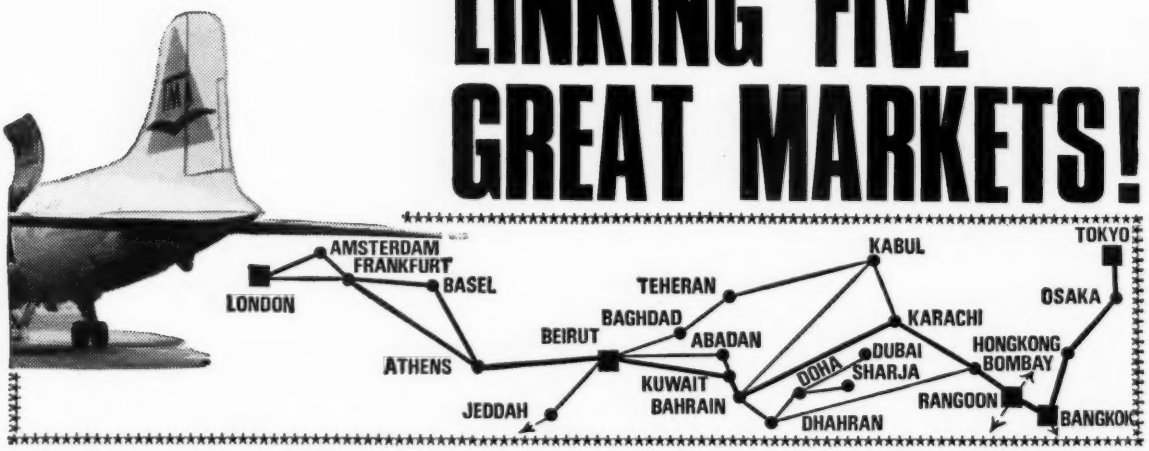
NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 001-828 3400.

THE FIRST, DIRECT ALL-CARGO SERVICE TO TOKYO.....

LINKING FIVE GREAT MARKETS!



Great News for exporters! TMA now go right through to Japan with a twice-weekly all-cargo service from London to Osaka and Tokyo. And the new route, linking the U.K. with Japan, also serves three of the World's most exciting development markets—the Middle East, China and Australia, Australasia, and South East Asia through the gateways of Beirut, Rangoon and Bangkok. TMA alone offer a specialist, scheduled all-cargo service on this important route and operate it with purpose-built freight aircraft.

TMA
EXPORTISE

ABBREVIATED SCHEDULE

Depart London	Sunday 06.00	06.00 Thursday
Arrive Beirut	19.00	22.00
„ Rangoon	—	08.30 Saturday
„ Bangkok	Tuesday 15.45	15.45
„ Osaka	Wednesday 09.15	09.15 Sunday
„ Tokyo	12.15	12.15

TRANS - MEDITERRANEAN AIRWAYS S.A.L.

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London Airport Tel.: SKYport 1344/5

Telephone: 01-486 4186/9
Glasgow Tel.: TAN 2482

Aviation and Shipping

Anglo-Jugoslav air talks

DISCUSSIONS IN LONDON between the Board of Trade and the Jugoslav civil aviation authorities ended on October 26 with agreement to extend considerably the scope of the existing Air Services Agreement.

Airlines on both sides will be able to operate scheduled services linking any point or combination of points in the United Kingdom and Jugoslavia. New routes have also been agreed which include certain points in third countries.

Finally, in order to give the scheduled airlines the maximum operational flexibility there is to be a general exchange of freedom to overfly and make technical landings in the two countries.

ECGD backs £2½ million ferry contract

THE EXPORT CREDITS Guarantee Department signed a financial guarantee on October 26 covering part of the financing of a passenger and vehicle ferry worth approximately £2.58 million for Stoomvaart Maatschappij Zeeland, Koninklijke Nederlandsche Postvaart NV of the Hook of Holland.

The ferry, for which a contract was signed in August 1967, is due for delivery in the middle of 1968 and is being built by Cammell Laird & Co. (Shipbuilders & Engineers) Ltd., of Birkenhead.

The loan is for £1 million, will be managed by Baring Brothers & Co. Ltd., acting on behalf of Martins Bank Ltd., and the Midland Bank Ltd., and is repayable over a period of 10 years.

Investigation into loss of m.v. St. Finbarr

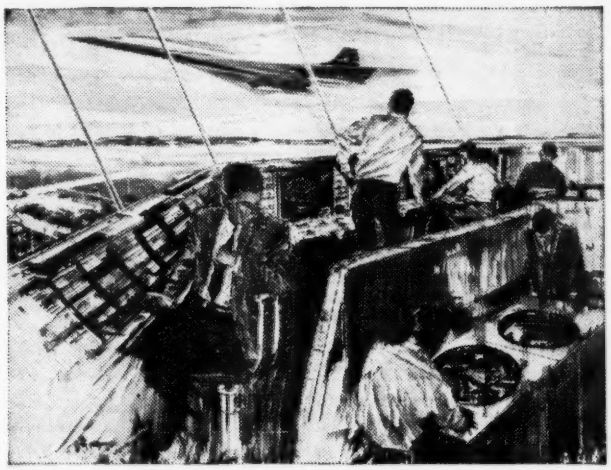
THE FINDINGS of the Court of Formal Investigation into the circumstances attending the loss of the motor vessel 'St. Finbarr' ON 305772 off the coast of Labrador on December 25, 1966 will be read at 2.30 p.m. on November 13, 1967, in the Council Chamber, Guildhall, Kingston-upon-Hull.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.



An artist's impression of a typical air traffic control room using bright display techniques. An advanced system of this type integrating primary and secondary radar has been developed by Plessey Radar and will be installed at West Drayton, Middlesex, under a Board of Trade contract valued at £2¼ million. Air traffic over the whole of Southern England will be controlled from West Drayton by this new system which will come into operation in the spring of 1969. The Plessey System now enables radar controllers to work in close liaison with procedural controllers whose work requires daylight conditions. Plessey believe that this improvement in air traffic control will find favour throughout all parts of the world where there are sophisticated air services.

Heathrow Airport, London, is one of the first airports in the world to prove the reliability, accuracy and safety of closed-circuit television in air traffic control. Visual communication smooths the safe handling of 300 to 400 arriving aircraft per day – 40 arrivals per hour at peak times. Picture shows three television cameras – supplied by Automatic Information Data Service Ltd. – on a gantry over the Approach Controller's desk at London Airport Control Tower. These cameras transmit information from flight progress strips to London Air Traffic Control Centre, West Drayton.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, OCTOBER 23

The Queen's Award to Industry

Replying to a question in the House of Lords on how much money was being spent on advertising in the Press the next closing date for the Queen's Award to Industry; and why it was considered necessary to place these advertisements.

Lord Brown, Minister of State, Board of Trade, said that the advertisements had cost £3,899.

'Industrial concerns are invited to apply for the Award by a fixed date each year. They cannot be nominated by third parties. It is, therefore, important to draw the attention of as many industrial concerns as possible to the opportunity of applying for the Award and to the closing date for applications. Advertisements in the Press are an appropriate way of doing this.

'Trade associations and chambers of commerce are also asked to bring these points to the attention of their members.'

Turnhouse Airport

Answering a question on whether the Government were aware that during the first three months of this year no fewer than 128 flights were cancelled or diverted from Turnhouse Aerodrome due to weather conditions and that in numerous other cases passengers had to endure considerable discomfort, and sometimes jeopardy, in aeroplanes which did land or take off in unsuitable conditions; whether they were further aware that the success of the Empire Games to be held in Edinburgh in 1970 will be seriously affected unless a second runway is constructed before then; the absence of which had been the direct cause of practically all the diversions and cancellations mentioned above, and whether they would accordingly reconsider their earlier decision and take steps forthwith to acquire the necessary land and start work upon the second runway.

Lord Beswick replied that 'all but five of the 128 cancellations or diversions were due to crosswinds at Turnhouse. As was pointed out in reply to a previous question on April 17, and as the noble Earl has since been reminded, the number of crosswind diversions during the period referred to was exceptionally high, both absolutely and relatively to the number of diversions from Turnhouse due to other causes, which over the past five years have been more than three times as numerous as have diversions due to crosswinds.

'I do not agree that transport aircraft take off or land in unsuitable conditions. The Air Registration Board lays down in the Flight Manual, which forms part of the Certificate of Airworthiness, the maximum crosswind components in which an aircraft has been demonstrated to have adequate control. Most airlines set even stricter limits for their own operations, and provided that pilots operate within these limits, there is no question of any danger, or even discomfort, to passengers because of crosswinds.

'The success of the Commonwealth Games to be held in Edinburgh in 1970 is unlikely to be affected by the non-availability of a new runway at Turnhouse by that date. Statistically, the chances of a prolonged period of crosswinds in July coinciding with the Games are remote. If it did happen, it is considered that the facilities at Glasgow would suffice to handle the additional traffic. In any event, allowing for planning procedures and land acquisition the earliest date by which a new runway could reasonably be expected to be available is 1972.

'A fresh appraisal of the runway situation will be undertaken as soon as a decision is reached on BEA's aircraft replacement programme.'

Companies Act and directors' reports

Questioned on what consultations the Government had with the CBI before deciding to introduce what is now Section 18 of the Companies Act 1967, Lord Brown said: 'Section 18 of the Companies Act, 1967 requires companies to state in their directors' reports the number of their employees and the aggregate amount of their wages. Her Majesty's Government believe that this requirement is consistent with the view expressed by both sides of industry at the National Productivity Conference in September, 1966, that companies should be encouraged to publish information on productivity. Her Majesty's Government had no other consultations with the Confederation of British Industry before deciding to introduce the clause which became Section 18 of the Act.'

TUESDAY, OCTOBER 24

Metric system

The Minister of Technology was asked whether, in order to assist British exports, he would accelerate the process of decimalization of all British measurements; and whether he would publish the schedule of the process as a White Paper or in the Official Report.

Mr. Anthony Wedgwood Benn said: 'As I indicated to my hon. Friend in a Written Answer on March 8, 1967, programmes for change to the metric system in a wide section of engineering industry are now being evolved on the basis of surveys conducted by the British Standards Institution. This is a very complex task which is being tackled as quickly as possible, but ultimately the speed of change will depend upon the willingness of individual firms to adapt to metric measurements. I do not think it will be possible to publish a single schedule covering the process of metrication in all sectors over the next eight to ten years, but I am considering what publicity will be necessary to keep Parliament and the public generally informed of progress. The effects of metrication outside the manufacturing field, particularly in the retail and educational sectors, are also being examined.'

Imports of footwear

Asked if he was aware of the continued increase in imports of footwear and the effect that this was having on the boot and shoe industry in this country; and what steps he would take to reverse this trend, Mr. George Darling, Minister of State, Board of Trade, said: 'I am aware that the industry is facing keen competition from imports. It also achieves substantial exports. The essential need is for the industry to contine to improve its efficiency in production and marketing so that it can compete successfully both at home and overseas.'

Pakistan's expenditure on telecommunications

Answering a Member's question on what consultations he had had with the Government of Pakistan concerning their decision to increase expenditure on telecommunications from £2.4 million to £8.6 million in the third five-year plan with a view to exporting British-made equipment, Mr. Anthony Crosland, President of the Board of Trade, said that he could not reconcile these figures with those given in the Pakistan Government's revised Third Five-Year Plan. This increased the provision for telegraphs and telephones from 890 million rupees (£66.8 million) to 1,151 million rupees (£86.3 million). The extent to which the equipment required could be imported depended upon the availability of foreign exchange, including aid, and in the absence of any indication of how the Pakistan Government envisaged financing these imports, there was not the basis for assessing what opportunity there might be for the United Kingdom exporters or whether questions which might necessitate consultations with the Government of Pakistan might be raised. He would certainly hope that if any opportunity to tender for contracts arises, British industry would do so.

Promotion of British exports

Asked if in order to develop and expand British exports, he would appoint a committee of expert and experienced trade unionists and business and professional men and women to travel to prospective customers in foreign and Commonwealth countries to establish business and trade contacts and report back, the President replied that the British National Export Council was sponsored by the Confederation of British Industries, the Trade Union Congress, the Association of British Chambers of Commerce and the City. It consisted of representatives of those bodies and of the main Government departments concerned, and of eminent individual industrialists. Members of the Council and its Area Committees and staff promoted British exports in many ways, including overseas visits by individuals and groups.

WEDNESDAY, OCTOBER 25

Bank profits

The President was asked whether, having regard to the fact that bank profits were more than twice those they published, he would take steps to bring banks within the provisions of the Companies Acts.

Mr. Anthony Crosland replied: 'Banking companies are already within the provisions of the Companies Acts. I assume that my hon. Friend is referring to the exemption of some of these companies from certain accounting provisions of the Acts. I hope to make a statement on this matter in due course.'

Pre-packing of detergents

Answering a question on whether steps would be taken to require that detergents were only pre-packed in standard quantities, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that this proposal was being discussed with manufacturers of detergents and others.

Marking of goods

Questioned on whether he would take steps to require certain household goods and food to be marked with their price per standard unit weight, Mr. Darling replied: 'No. I know of no cases in which the advantages of such marking would outweigh the practical difficulties. The marking of food is a matter for my Rt. Hon. Friend, the Minister of Agriculture, Fisheries and Food.'

Northern Ireland

A debate on the economic position in Northern Ireland was reported in *Hansard* (cols. 1662 to 1686).

Airline pilots

A Member asked what was the expected change in hourly rates and earnings of airline pilots following the recent regulations on maximum permitted monthly flying hours.

Mr. Mallalieu replied: 'Since the number of hours flown by most pilots was already within the new limits introduced by the recent regulations it is not to be expected that there will be any general effect on pilots' remuneration which, of course, is a matter between them and the airlines.'

Aldergrove Airport

Questioned on what was the number of landings by jet aircraft on the cross runway at Aldergrove Airport in County Antrim to date; and what complaints had been received about the insufficient safety margin on this runway for such aircraft, Mr. Mallalieu replied that during the period August 1, 1966, to September 30, 1967, 196 landings were made by civil jet aircraft on the subsidiary runway at Belfast (Aldergrove) Airport. There had been no complaints about the inadequacy of this runway for such aircraft.

Grants for clearing land

A Member asked how many applications for grants towards the cost of clearing derelict, neglected or unsightly land had been referred to the Board of Trade, since March 31; how many of these applications had been supported by the Board and in how many cases had his final approval been given; and if he would also give respectively the corresponding figures for the Northern Region.

Mr. Darling replied: 'Seventy-two applications for grant under Section 20 of the Industrial Development Act have been referred to the Board of Trade since March 31. Fifty-six of these have already received the Board's support. Final approval is given by the department responsible for paying the grant. In England this is the Ministry of Housing and Local Government.

'The corresponding figures for the Northern Region are 23 and 21.'

Development Area questions

A Member asked if he was aware that consequent on the recent disaster at the Michael Colliery, Fife, several hundreds of miners had become redundant; and what emergency action he contemplated to provide alternative employment within the area.

Mr. Darling replied: 'I am aware of the consequences of the Michael Colliery disaster. We are concentrating our efforts on finding tenants for the two advance factories in Leven, with special emphasis on the need for male employment, and I am anxious to assist any other project which will provide employment in the area.'

Questions were also asked on how many completed advance factories were awaiting tenants in Fife; how many advance factories were contemplated for Scotland; when two factories would be completed in Kelso and Berwick-on-Tweed; and when a factory at Ashington, Northumberland, would be let.

Alternative industrial employment

The President was asked what study had been made of alternative industrial employment which would be possible arising from a reduction of Great Britain's arms trade.

Mr. Crosland replied: 'No such specific study has been made, but future trends in employment are under continuous review by the Government.'

Munich air disaster

Answering a question on whether the second German inquiry into the Munich air disaster had yet been concluded; if the investigation carried out by his own experts was now available and whether both reports had come to the same conclusion that the accident was caused by slush on the runway, Mr. Mallalieu, said: 'The report of the German inquiry and the memorandum by the Royal Aircraft Establishment on "The application of the results of the slush drag tests on the Ambassador to the Accident at Munich" will be published on October 26, and copies will be placed in the library. The German report states that it has not proved possible to clarify completely how the various causal factors combined to bring about the accident but concludes that wing ice was an essential cause and that slush was a further cause. The memorandum shows that slush drag could have been the principal or even the sole cause of the failure of the aircraft to lift off; whether this is so cannot be established because of the impossibility of resolving, after such a length of time, the conflict of evidence regarding how much slush was present on the runway.

Bankruptcy figures

Answering a question on the number of bankruptcies for each of the last 10 years, and for 1967 to the latest convenient date, Mr. Darling circulated the following figures in the official report:

The numbers of Receiving Orders and Orders of Administration made under Section 130 of the Bankruptcy Act, 1914, in England and Wales in the years 1957-1966 and in the first nine months of 1967 were as follows:

Year	Numbers
1957	2,160
1958	2,337
1959	2,389
1960	2,944
1961	3,642
1962	4,273
1963	4,129
1964	3,552
1965	3,556
1966	3,862
For nine months to September 30 1967	3,264

BOT Advisory Committee

A Member asked what steps were being taken to reduce the backlog of schemes being considered by the Board of Trade Advisory Committee; and what effect these steps have had.

Mr. Darling replied: 'Several changes have been made to speed up the consideration of applications and the number of outstanding applications with the committee has been reduced. But delays are often caused by applicants taking a long time to supply the necessary information.'

Chipboard industry

Two Members asked questions on chipboard. One asked the President whether he would make a further statement about the discussions which he had been conducting with Eastern European countries with regard to the dumping by them of chipboard supplies into this country with damaging effect to the British chipboard industry and the essential services it performs for British forestry.

The other asked whether he had now completed his investigation into the prices of chipboard into this country; and whether he intended to introduce an anti-dumping order.

Mr. Crosland replied: 'As regards discussions with Eastern European suppliers I cannot add to the answer I gave to the hon. Member for Moray and Nairn on October 23. No application for an anti-dumping duty has been made. The industry know that if they have evidence that dumped imports are causing or threatening them with material injury, they can apply for anti-dumping action under the Customs Duties (Dumping and Subsidies) Act.

Edge tool exports

Asked to what extent British exports had suffered as a result of the embargo imposed by India, Pakistan, Ceylon and Afghanistan on the import of edge tools from the United Kingdom, Mr. Darling said: 'None of these countries imposes an embargo but they all have import controls to protect their balance of payments. Our trade has fluctuated and I am circulating recent figures in the Official Report.

Following is the information:

UK EXPORTS OF EDGE TOOLS

	1964	1965	1966	1967 (Jan.-Aug.)
	£	£	£	£
India	4,825	11,625	5,232	778
Pakistan	172,822	163,716	17,691	2,493
Ceylon	181,095	144,701	155,164	188,457
Afghanistan	318	345	nil	67

SITC (Revised) headings E.69511-524, 69553, 69558 and 69560 covering axes, hatches, shovels, spades, shears and the like, planes, wood chisels and gouges, spokeshaves, etc.

THURSDAY, OCTOBER 26

Location of aluminium smelting mills

A Member who asked if the location of the two aluminium smelting mills whose construction was planned by the Government had been decided was told by Mr. Darling: 'No I am awaiting proposals from the aluminium companies, which will need to be carefully evaluated. The Government have made it clear to the companies that they wish any new smelters to be built in Development Areas.'

Factories for British Aluminium Company

A Member asked if the President had recommended Tyneside to the British Aluminium Company for the establishment of new factories. Mr. Darling answered that the company were in touch with the Board of Trade last year about possible sites for an aluminium fabricating plant. More recently the Board had been in touch with them and others about a new smelter. The company was aware of the facilities available on Tyneside.

Advance factory programme

The following information was given by Mrs. Gwyneth Dunwoody in reply to a question on advance factory buildings.

ADVANCE FACTORIES: 1959-1967

Country and Region	Number			Completed and unallocated	Previously occupied and now vacant
	Approved	Completed	Under construction		
England					
Northern	49	35	6	8	1
North Western	10	3	—	—	—
South Western	9	5	1	1	—
Scotland	67	43	19	11	2
Wales	38	16	13	6	—
Totals	173	102	39	26	3

New Books

Reflections on Nigeria's Economic Growth, by W. Arthur Lewis. (65 pages. Organization for Economic Co-operation and Development. 9s., by post 9s. 6d. from HMSO and Government bookshops). Issued in the series of studies emanating from OECD's Development Centre, this volume is by an author well known as a writer on economic development (his book, *Development Planning, the Essentials of Economic Policy*, was reviewed in the *Board of Trade Journal*, July 8, 1966) and with previous experience in Nigeria, as Consultant to the Government of Western Nigeria. Oil apart, the two prime movers driving the Nigerian economy forward have hitherto been the growth of its exportable crops and of its large-scale manufacturing based on import substitution. Chapters deal with these sectors, and with 'the stagnant sector' – the production of food for domestic consumption. There are chapters also on the role of development planning in accelerating the prime movers; on employment; agricultural technology; and development finance. The study was written before the secession of Biafra, but in his foreword the author takes an optimistic view of the prospects for continued economic development in Nigeria.

Growth of Profits in British Industry. (16 pages. Econtel Research Limited, 181 Queen Victoria Street, London, EC4. 21s. *Factual Series No.* 2). There is a constant demand for information on the financial performance of British and foreign companies. This demand is met to some extent by the commercial data services and by such publications as *The Times* 300: *Leading Companies in Britain and Overseas.* (Enlarged edition 1967. 28 pages. 7s. 6d.). A quarterly article on trends in company finance is also published in the *Board of Trade Journal.* This rather expensive pamphlet is another attempt to present some specialized information in a compact form on British companies. It attempts to identify, for investors, those industries, and those companies within industries, which can expect rapid profit increases if past trends are any guide to the future. It contains material on the size of recent fluctuations in profits for different industries and deals only with 641 quoted United Kingdom industrial companies and 20 investment companies and companies operating mainly overseas. An introductory summary has paragraphs on growth of profits by size of company, and growth of profits by industry. In addition a section of industry detail gives rates of growth for individual industries in a table which is divided into services, manufacturing and construction as broad categories, and within the first two categories starts with consumer industries, then working through to the heavier industries. The detail includes the growth of profits for ordinary shares (per cent p.a.) for the two cycles 1955-60 and 1960-65. It attempts to measure the long-term trend of profits between the peaks of the two cycles. The company detail section groups named companies by size under three headings, giant, large, medium and small, and for each company shows the average growth rate of 'Earnings for Ordinary Shares' over the full period covering the last two business cycles and ranks each company within its group. The main weakness of this analysis is the absence of any attempt to relate profits to capital employed. Profits may grow as a group acquires other companies without any change in the profitability of the group. Obviously further investigation is needed before accepting these results as they stand for forecasting purposes.

The Coasts of South-West England. Report of the Regional Coastal Conference held in Exeter on July 22, 1966. National Parks Commission. *Coastal Preservation and Development: A Study of the Coastline of England and Wales.* (100 pages. 30s., by post 31s. 4d., from HMSO and Government bookshops). 'The conferences should provide a firm foundation for long-term policies for safeguarding the natural beauty of the coast as a whole.' This is the chief purpose of the regional coastal conferences in the words of the circular on *The Coast* (No. 7/66) which the Ministry of Housing and Local Government sent to local authorities in January 1966. This, the third in the series, is an account of discussions between the National Parks Commission and the local planning authorities of Dorset, Somerset, Devon and Cornwall. The report is in four main sections. Part one is a digest of the proceedings of the conference held at Exeter on July 22, 1966. Part two comprises the coastal survey reports by the County and County Borough Planning Officers. Part three deals with land statistics. Part four discusses the demands created by elderly people's preference for retiring to the coast. A bibliography gives a list of some reports, papers, books and articles which relate closely to various aspects of planning and development of parts of the coast of South-West England. An appendix gives a summary of the leglislative powers available which are relevant to coastal preservation and development. Included with the report is a summary map showing the main developed and protected areas along South-Western coasts and the recreational use in terms of numbers of visitors.

The JWT Decimal Money Experiment, May 1-June 2, 1967, report by David S. Dunbar. (32 pages. J. Walter Thompson Company Limited, 40 Berkeley Square, London, W1. 10s.). This report describes an experiment in operating the company's self-service store, 'Fortyfare', with decimal currency four years before the system is due to be introduced in the United Kingdom. It presents the findings of the experiment in terms of the consumer, the retailer and the manufacturer and should therefore, be of widespread interest. The background to the experiment, the way it was planned and operated, and the findings are discussed. The main purpose was to spotlight some of the practical difficulties likely to arise in the transition from existing currency to decimal currency. To this end goods were marked up in both systems and the reaction of the shop staff and customers to conversion rates, cash registering, rounding prices up or down, and so on, are quantified.

Management Planning and Control, by C. S. Deverell. (362 pages. Gee & Co. (Publishers) Limited. 55s., post free (inland) 56s. 6d.). It is the author's contention that boards of directors, chief executives, divisional heads and all top managements of the future will need more expertize than ever before in planning company strategy, in product development, in marketing and economic buying policies, in the use of a centralized information service, making the optimum use of capital, and introducing new modes of business control. Therefore he has devoted the earlier chapters of his book to planning, organization, direction and policy making, and the process of decision making. The role of operational research, network analysis, computer installations, and consultancy in these activities is discussed. Finally the author examines the divisions of marketing and purchasing from the standpoint of a board of directors which is responsible for discharging planning and control functions rather than with the eyes of a sales or purchasing specialist. The volume should be useful to management at all levels from the chief executive to the student.

Two pamphlets in Pergamon Press's *Programmed Instruction in Industry: A Reference Series of Case Studies* have recently been published. The first, **A World-wide Experiment in Staff Training,** by E. B. Young. (22 pages. 10s.), studies the development of programmed learning within the marketing function of the Royal Dutch/Shell Group and covers the subject from its inception. It gives the reasons for embarking on the experiment, the problems that were encountered, and the solutions that have been found for them. It also describes the type of programme used and the results that are being achieved. The second pamphlet, **Basic Workshop Training in ICT,** by A. Jeffels. (27 pages. 10s.), describes a 16-week experiment carried out in the Engineering Training Centre of International Computers and Tabulators Limited. Programmed instruction was used as part of an integrated training system in which the learning of workshop theory by programmes was applied in conjunction with graded practical exercises in fitting, turning and milling. The author discusses the results achieved, outlining the savings in time and improvement in efficiency which resulted.

Scanning the Provinces. Northcliffe Newspapers Group Ltd., 6th edition. (314 pages. Northcliffe Newspapers Group Ltd., Carmelite House, London, EC4. Free to advertisers and marketing executives). This publication is a desk survey of provincial areas (Hull, Grimsby, Lincoln, Stoke-on-Trent, Derby, Swansea, Gloucester and Cheltenham) in which newspapers of the Northcliffe Group circulate Its purpose is to provide information regarding markets which advertisers could usefully investigate. Detailed data is given for each area on populations, households, retail trade, employment, industries, local government, companies and national advertisers. An innovation in this edition is the inclusion of 'Interview Pages' designed to highlight up-to-date local information.

Other publications

EMPLOYMENT IN EUROPE. Looking at Europe. Department of Economic Affairs Broadsheet No. 15. 4 pages. Available free from Central Office of Information, Publications Division, Hercules Road, London, SE1.

KELLY'S DIRECTORY OF MANUFACTURERS AND MERCHANTS INCLUDING INDUSTRIAL SERVICES 1967-68. 81st Edition. Volume 1 – Great Britain, Northern Ireland, Eire, The Channel Islands and The Isle of Man. Volume 2 – Europe and the rest of the world. Index to Trades and Services. Kelly's Directories Ltd., Neville House, Eden Street, Kingston-upon-Thames, Surrey. £6.

GOVERNMENT SALES, *continued from following page*

1967	Description of Goods	Location	Auctioneers
Nov. 7. .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Gounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Direct from the auctioneer price 1s. each. View days: Day preceding and morning of sale.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location of Sale	Auctioneers
Nov. 8 .	**Vehicles, miscellaneous stores . . .**	**Sale to be held at Auctioneers premises . .**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).**

Morris Mini and Mini Minor saloons and vans; Ford Zephyrs and Popular saloons; AEC Matador 10-ton tractors and 2,500 gal. refueler; Scammell recovery vehicles; Sankey and Brockhouse ¼-ton trailers; Ford maintenance trucks; Leyland Hippo 10-ton cargo truck; Fordson, Austin and Bedford 3-ton trucks; half-track personnel carriers; full-track light caterpillar tractor; David Brown tractors; Austin radio station trucks; Austin Champs; 46 BSA 500cc motor cycles; metal scaffolding; clothing, including greatcoats; woollen vests and drawers, etc.; steel and wooden boxes and a large assortment of other miscellaneous stores.

Nov. 15-16.	**Miscellaneous equipment and stores including:**	**Sale in County Hall, Carlisle . . .**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292).**

Motor vehicle spares, including windscreens; head lamps; carburettors; distributors; fuel pumps; starters; chassis assemblies; tyres, etc.; machine tools, including valve grinders; flexible drives; refacers; centre lathes; drills, riveting sets, etc.; radio receivers; power units; frequency and indicator units; rectifiers; control units; airblowers; electric motors; transformers; attenuators; modulators; fuses; junction boxes; fan assemblies; battery chargers; voltage regulators; test sets; valves; switches; filter units; time base units; aircraft sighting heads and portable computors; speed indicators; compass gyro units; altimeters; micrometers; oscilloscopes; gunmetal adapters; branch pipes; breachings; nozzles; standpipe heads; suction strainers; various jacks; rack assemblies; oxygen equipment; wooden and metal pallets; engine stands; fire extinguishers; canvas satchels; metal cylinders; wooden boxes; connectors; chairs and tables; metal and wooden cabinets; steel wire; welding electrodes; flux and graphite; various paints, etc.

Nov. 21-22 .	**Miscellaneous equipment and stores, including:**	**Royal Arsenal, Woolwich . . . .**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Large quantities of clothing; electrical equipment, including oscillographs; oscilloscopes; electric motors and switchboard control panels ; generators; various telephone sets; electric and hand operated sewing machines; M.T. spares; cameras; furniture; large quantities of bedding; Coventry Victor 10 h.p. petrol outboard motors; firefighting equipment; 30 ft. wooden extension ladders; rugs and mats; carpets; old canvas and mixed rags, etc.

Nov. 28-Nov. 30 (incl.).	**Motor vehicles, road making and heavy duty equipment.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Saloons and estate cars; vans; tractors; trailers; fork lift trucks; heavy duty earth moving equipment; mobile tankers; cargo trucks; Diamond 'T' tractors; Bedford 3-ton trucks; Austin 'Champs'; Thornycroft 10-ton trucks; Brockhouse ¼-ton cargo trucks; Rubery Owen signals and electronic shop trailers; BSA and Triumph 500 cc motor cycles; and a large selection of other vehicles including a MANITOWAC 50-ton CRAWLER CRANE.

Dec. 5-8 (incl.).	**Vehicles, miscellaneous equipment and stores**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Heavy diesel and petrol commercial vehicles; mobile cranes; private cars; Land Rovers; Austin 'Champs'; trailers; tractors; trucks; vans, etc.; machine tools; M.T. spares; electrical spares; binoculars; telescopes; aircraft cameras; engineers stores; air compressors; 8½-ton re-heat gas furnace; quilted neoprene aircraft covers including cockpit, wheel and engine covers; clothing and textiles, including greatcoats; shirts; PVC smocks, trousers and coats; arctic and foul weather jackets; jerseys; vests; drawers; rubber and ankle boots; shoes; gloves; kitbags; blue serge jumpers; carpets; rugs, etc.; old woollen and cotton rags; hessian and canvas; and large quantities of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

DEVLIEG No. 2B-36 HORIZONTAL JIGMILL. Serial No. 16-1593. Located at Royal Small Arms Factory, Enfield, Middlesex. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., November 16, 1967.

Applications are invited for Sale by Tender of underground electric cable located in private land in the Sandwich-Ash-Woodnesborough district in East Kent which served RAF establishments:

Approximately 2,800 yard run of ·04/3 11 kV cable
Approximately 600 yard run of ·1/3 11 kV cable
Approximately 3,400 yard run of 14 pr. control cable

Tender documents obtainable upon application to Defence Land Agent, Chaucer Barracks, Canterbury, Kent, on payment of 10s. 6d. fee which is not refundable.

Sales of Surplus Stores – British Army of the Rhine. The British Army of the Rhine have for sale at frequent intervals considerable quantities of surplus stores. These stores comprise a wide variety of items in the following groups:

Vehicles
MT spares, wheels and tyres
Bridging and engineer stores
Textiles
Ferrous and non-ferrous metals
Miscellaneous stores

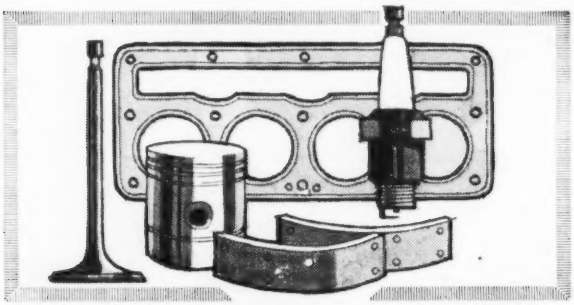
Sales are by tender and contractors, commercial interests and public bodies who wish for further details may apply to the Disposals Organization, RAOC, British Army of the Rhine, 47 Hamm (Westfalen), Markerdorfstrasse 97, Germany.

MINISTRY OF PUBLIC BUILDING AND WORKS

SALE BY TENDER. Approximately 1,830,000 yards of Cotton and Flax Duck now lying at the Ministry's Supplies Division Store, Asher Lane, Ruddington, Notts. The goods are available to meet export orders only and successful tenderers will be required to provide such guarantees as the Ministry may deem necessary.

Applications for invitations to tender should be sent to the Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, to arrive not later than Wednesday, December 20, 1967.

(Continued at foot of preceding page)



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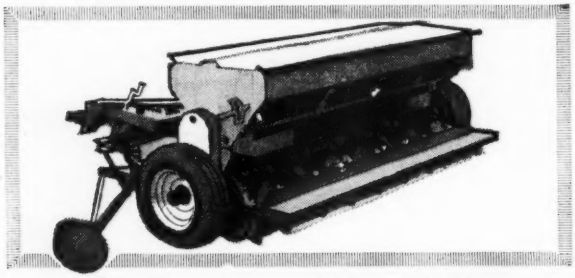
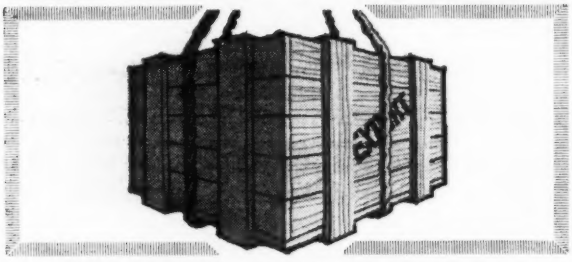


...agricultural machinery in Angola



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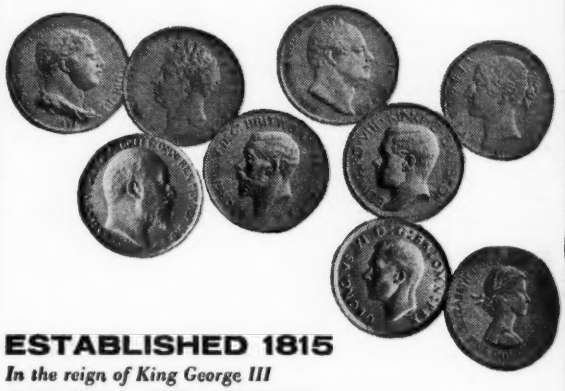

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MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
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SOUTHAMPTON	18 Canute Road	'WINSTON'
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LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965															
4th quarter	130	133	157	152	127	109	162	131	171	188	156	+ 89	+ 35	+19	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	179	199	185	+ 39	+ 4	—12	+14
1967															
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry-		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic material and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter			139·8	+1·7	110·3*	134·5*	176·9	555	158		162*	156*	
1967													
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·3	543	155		157	163	
August	147*	100*	139·7	+1·4	110·7*	134·6*	176·8	559	155		162	155	
September			139·6	+1·5	110·8*	134·6*	177·7	563	165		167*	149*	
October								541*	176*				

*Provisional. †Not seasonally adjusted.

Trends in company finance

DURING THE 12 months ending on September 30, 1967, Statistics Division of the Board of Trade analysed the accounts of 1865 quoted companies with accounting years ending between April 1966 and March 1967. This article deals with the results of 496 companies whose accounts were received and analysed during the third quarter of 1967 and comments on the preliminary results for the year as a whole.

The income and assets of the 1865 companies whose accounts for 1966 have been analysed to date account for approximately 95 per cent of the total for all quoted companies engaged mainly in manufacturing and distribution in the United Kingdom, and whose accounts are included in the Board of Trade analysis. The balance is represented by about 250 companies whose accounts for 1966 had not been received by the end of September 1967.

Spread of accounting dates

As in previous years, the spread of companies' accounting dates in 1966 has followed a clearly defined pattern, and each quarter has shown a concentration of accounting dates ending in a particular month. Up to the end of March the concentration was less marked than in subsequent quarters, and of the 667 accounts received by March 31, 1967, about 20 per cent related to a year ending in June 1966, and 24 per cent to September 1966. In the final quarters, however, the concentration was greater; of the accounts received in the second quarter of 1967, 65 per cent had a year ending in December 1966, and in the period from July 1 to September 30, 1967, about 72 per cent of the accounts related to March 1967. Over the year as a whole 34 per cent of the companies had accounting years ending in December, and 25 per cent in March. For accounting years ending September, June and January there were smaller concentrations of about 10 per cent, 7 per cent and 7 per cent respectively.

Treatment of investment grants

About half of the companies reporting between July and September explicitly incorporated investment grants in their accounts. The majority, 157 out of 245 companies, deducted the value of the grants from expenditure on the revelant tangible fixed assets. If the value of the grants had not been deducted, tangible fixed assets, net, and expenditure on tangible fixed assets would have been some £24 million higher than shown in Table 1 and Table 3 respectively for accounts received between July 1 and September 30. The remaining 88 companies showed tangible fixed assets at their cost before deducting the value of the grants which were included under reserves or transferred to the profit and loss account. Direct additions to reserves on account of investment grants amounted to £7 million, while transfers to the profit and loss account amounted to £0.6 million.

Taking together all accounts included in this analysis during the past 12 months, nearly four-fifths of the grants by value (£92 million out of £118 million) have been treated as deductions from the value of the relevant assets.

Profits and turnover

About 23 per cent of companies reporting during the quarter gave figures of turnover in their accounts, the trading profits of these companies representing about 55 per cent of those of all companies in the present analysis. Excluding two companies which

Table 1. Quoted companies – balance sheet summary

£ thousand

	Accounts received between July 1 and September 30, 1967				Accounts received up to September 30, 1967			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
Balance sheet at end of year	1965	1966	1965	1966	1965	1966	1965	1966
Number of companies (a)	375	358	520	496	1,405	1,361	1,929	1,865
Fixed assets:								
Tangible fixed assets, net	1,525,188	1,597,361	2,060,766	2,165,920	8,540,805	9,076,910	10,596,061	11,276,307
Goodwill	154,275	188,896	204,868	245,133	518,695	607,971	676,449	774,351
Trade investments	151,165	134,226	216,868	198,166	703,614	727,216	829,261	858,309
Investment in unconsolidated subsidiaries	770	1,869	2,183	4,303	100,461	51,544	103,319	56,238
Total fixed assets, net	1,831,398	1,922,352	2,484,685	2,613,522	9,863,575	10,463,641	12,204,090	12,965,205
Current assets:								
Stocks and work in progress	1,099,611	1,199,913	1,335,670	1,453,478	5,195,686	5,492,225	6,133,828	6,480,542
Trade and other debtors, etc.	894,919	991,661	1,210,685	1,318,808	4,274,736	4,702,582	5,226,244	5,714,499
Investments (other than trade investments)	37,061	80,783	48,837	91,515	252,627	284,768	294,525	324,906
Of which:								
British government securities	12,464	8,249	13,254	8,928	42,378	28,374	46,908	31,343
Loans to local authorities	5,136	1,987	5,247	2,483	21,794	12,178	25,324	15,285
Other and unclassified quoted securities	15,785	67,188	24,766	75,212	138,332	183,273	163,662	208,418
Unquoted	3,676	3,359	5,570	4,892	50,123	60,943	58,631	69,860
Tax reserve certificates	4,172	5,433	6,792	10,623	35,747	30,767	43,144	40,351
Treasury bills	320	—	405	69	1,685	1,072	2,287	1,895
Cash	139,390	147,075	186,736	199,556	636,802	656,159	829,324	864,360
Total current assets	2,175,473	2,424,865	2,789,125	3,074,049	10,397,283	11,167,573	12,529,352	13,426,553
Less Current liabilities:								
Bank overdrafts and loans	276,644	313,731	364,956	404,788	1,195,876	1,404,834	1,502,885	1,730,221
Trade and other creditors, etc.	691,938	759,586	974,510	1,057,988	3,283,244	3,537,730	4,188,532	4,494,834
Dividends and interest due	62,365	91,970	82,794	121,168	328,514	441,440	416,033	559,411
Current taxation	52,149	59,593	76,201	83,017	543,426	542,496	671,977	673,731
Total current liabilities	1,083,096	1,224,880	1,498,461	1,666,961	5,351,060	5,926,500	6,779,427	7,458,197
Net current assets	1,092,377	1,199,985	1,290,664	1,407,088	5,046,223	5,241,073	5,749,925	5,968,356
Total net assets	2,923,775	3,122,337	3,775,349	4,020,610	14,909,798	15,704,714	17,954,015	18,933,561
Represented by:								
Future tax reserves	118,415	114,158	153,162	149,448	509,182	535,587	650,597	676,905
Long-term loans	416,943	552,195	505,119	657,466	2,117,545	2,587,425	2,497,109	3,045,206
Minority interests in subsidiaries	84,010	81,332	107,265	105,701	473,089	479,049	553,450	567,607
Shareholders' interest:	2,304,407	2,374,652	3,009,803	3,107,995	11,809,982	12,102,653	14,252,859	14,643,843
Of which:								
Ordinary shares	1,007,956	1,018,991	1,244,712	1,266,634	4,866,647	4,942,970	5,834,645	5,943,009
Preference, etc., shares	132,285	112,674	182,182	154,493	770,445	692,685	952,531	859,718
Capital and revenue reserves	1,104,879	1,174,887	1,513,472	1,604,823	5,865,359	6,143,921	7,133,107	7,481,660
Tax equalization reserve	59,287	68,100	69,437	82,045	307,531	323,077	332,576	359,456
Accumulated depreciation on fixed assets	878,053	984,031	1,154,212	1,285,403	4,842,053	5,338,526	5,619,906	6,200,339
Contracts for capital expenditure not provided for	106,780	86,672	137,608	114,948	654,583	609,081	780,029	730,755

(a) The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

did not give comparable figures for 1965, the turnover of 110 companies rose by 8 per cent between 1965 and 1966. The trading profits of these companies rose by only 2½ per cent, implying a fall in margins from 10.9 per cent to 10.3 per cent. In manufacturing industry the rise in turnover of 83 companies, representing 65 per cent of the profits of manufacturing companies in this analysis, was just over 9 per cent, while their profits rose by just under 2½ per cent.

From the analysis of accounts received during the past 12 months it appears that turnover figures are now provided by companies accounting for about 62 per cent of the trading profits of all companies. During 1966 as a whole the rise in turnover of companies giving turnover details was over 6 per cent, while the profits of the companies fell by just under 1 per cent.

Company income

Gross trading profits of the 1865 companies whose accounts for 1966 had been received up to the end of September 1967, show a fall of about 2 per cent between 1965 and 1966 compared with a 4 per cent increase between 1964 and 1965.

Gross trading profits of the 496 companies reporting in the third quarter of 1967 at £651 million were about 1 per cent higher than for the same companies in the previous year. This increase compares with falls of 1 per cent and 7 per cent recorded by companies reporting in the previous two quarters of 1967 and an increase of 2 per cent for those companies whose accounts for 1966 were received and analysed between September and the end of December 1966.

In the manufacturing industries trading profits of companies reporting in the third quarter of 1967 were 2 per cent higher than for the same companies a year earlier (£497 million, compared with £487 million), this being the first increase in profits in manufacturing industry since the analysis of the 1965 accounts of quoted companies reporting in the third quarter of 1966. Over the year as a whole profits in this sector fell by between 2 and 3 per cent compared with 1965, from £2,475 million to £2,412 million.

The third quarter analysis of the accounts of quoted companies shows that of the 22 broad industry groups for which separate figures are calculated nine showed increased trading profits compared with 1965, seven recorded a fall in profits, and the remaining six no change. For 1966 as a whole eight industries had increased profits of between 2 and 5 per cent, and 11 showed falls ranging from 1 to 16 per cent; the largest reductions in profits were in metal manufacturing (16 per cent), timber, furniture, etc. (13 per cent), vehicles (9 per cent) and the construction industry (9 per cent). Three industries showed no change between 1965 and 1966.

Gross trading profits of all companies as estimated quarter by quarter by the Central Statistical Office for the 12 months ending December 31, 1966, were over 4 per cent below the figure for the previous 12 months. Later figures in this series show some improvement with profits in the first quarter of 1967 only 3 per cent below the level for the same quarter of 1966. This improvement is in line with the experience of the quoted companies included in the Board of Trade analysis for the third quarter of 1967, most of which, as mentioned above, have accounting years ending in March.

Gross income (trading profits and investment and other income) of all quoted companies reporting up to the end of September 1967 fell by more than 2 per cent from £3,199 million in 1965 to £3,126 million in 1966.

Throughout the whole of 1966 the appropriation of income has shown the effect of the change in treatment of income tax on dividends introduced by the Finance Act, 1965; under the provisions of the Act the gross cost of a dividend is borne by the company and the net amount paid to shareholders, tax thereon being remitted direct to the Inland Revenue.

As in earlier quarters of 1967 certain of the accounts received between July 1 and September 30, 1967, continued to reflect the transitional arrangements for introducing the new taxation system

(*Continued on next page*)

Table 2. Quoted companies – sources of company funds

£ thousand

	Accounts received between July 1 and September 30, 1967				Accounts received up to September 30, 1967			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1965	1966	1965	1966	1965	1966	1965	1966
Number of companies	375	358	520	496	1,405	1,361	1,929	1,865
Sources of funds:								
Proceeds from issue of loan and share capital:								
For cash	57,543	93,662	65,428	107,184	268,061	395,159	352,480	468,891
Of which:								
Ordinary shares	9,665	21,037	10,859	25,855	38,794	52,738	46,002	64,627
Preference, etc., shares	—837	—15,783	—1,056	—23,012	—1,943	—68,640	—3,307	—82,105
Long-term loans	48,715	88,408	55,625	104,341	231,210	411,061	309,785	486,369
In exchange for subsidiaries	94,964	86,930	103,341	91,015	225,603	222,133	264,789	241,194
Of which:								
Ordinary shares	90,308	58,805	97,510	61,737	173,173	162,609	205,455	178,502
Preference, etc., shares	918	2,498	933	2,635	9,953	4,093	11,309	4,454
Long-term loans	3,738	25,627	4,898	26,643	42,477	55,431	48,025	58,238
Total receipts from issues	152,507	180,592	168,769	198,199	493,664	617,292	617,269	710,085
Increase in short-term credit:								
Increase in amount owing to banks	75,128	15,403	90,539	16,575	261,429	181,357	312,335	199,073
Increase in trade and other creditors, etc.	87,648	36,056	116,798	47,609	340,453	221,621	435,619	268,059
Total increase in short-term credit	162,776	51,459	207,337	64,184	601,882	402,978	747,954	467,132
Internal sources: income from trading and other activities:								
Gross trading profit	487,707	496,294	646,723	650,951	2,475,829	2,411,987	3,042,030	2,991,565
Income from trade investments	24,323	9,560	32,963	15,554	89,771	72,881	104,958	84,509
Income from other investments	8,804	8,884	11,548	11,524	38,748	37,523	47,816	46,780
Prior year adjustments other than tax	—416	—164	—218	745	3,999	1,117	4,759	2,799
Other capital receipts	2,153	8,893	2,441	9,307	40,686	33,886	48,312	36,143
Other income	12	—429	33	21	—1,119	110	—691	236
Total income from trading and other activities	522,583	523,038	693,490	688,102	2,647,914	2,557,504	3,247,184	3,162,032
Total sources of funds	837,866	755,089	1,069,596	950,485	3,743,460	3,577,774	4,612,407	4,339,249
Appropriation of trading and other income:								
Depreciation provisions	120,714	132,105	164,832	179,273	683,598	737,210	818,153	884,371
Amounts written off	1,045	8,473	1,357	8,730	4,877	11,280	6,992	12,914
Taxation	153,225	191,798	196,661	244,268	667,112	894,905	832,079	1,118,454
Of which:								
Current UK taxation	132,852	168,500	180,867	216,128	584,788	736,396	755,284	942,797
Increase in future tax reserves	4,765	6,148	406	10,406	—18,354	42,759	—25,790	53,949
Overseas taxation	21,521	22,025	25,318	25,858	131,738	130,802	145,176	145,221
Less: Prior year tax adjustments	5,914	4,875	9,930	8,124	31,060	15,052	42,591	23,513
Interest on long-term loans	22,167	30,751	27,509	36,598	112,501	142,317	134,445	169,435
Dividends (net):								
Ordinary	91,610	86,253	119,807	116,343	441,194	413,447	548,850	520,531
Preference, etc.	4,846	4,142	6,911	6,178	28,138	25,822	35,438	32,536
Retained profits and other capital receipts	128,976	69,516	176,413	96,712	710,494	332,523	871,227	423,791
Total appropriations of trading and other income	522,583	523,038	693,490	688,102	2,647,914	2,557,504	3,247,184	3,162,032

Source: Board of Trade

and dividend payments were made partly gross and partly net of income tax. In order to keep comparability between years dividends are shown net of tax in Table 2 accompanying this article and the tax payable thereon added to taxation. Of the £123 million of dividends (net) in accounts received between July and September, £108 million was paid after April 6, 1966, and the income tax (£75 million) payable has been included in the taxation figure. £15 million of dividends were remitted before April 6, 1966, and since no income tax was payable on them, retained profits were inflated by about £11 million as a result. Net distributions of dividends at £123 million were just over 3 per cent lower than for the same companies in 1965. Had all dividends been declared gross they would have amounted to 30.8 per cent of gross income in 1966 as against 31.3 per cent in 1965.

The figures for the year up to September 30, 1967, in Table 2 include dividends (net) of £553 million, of which £464 million was disbursed after April 6, 1966, and £89 million prior to that date, with the result that £326 million has been added to the taxation figure in respect of income tax on dividend distributions, and retained profits have been inflated by £62 million. For 1966 as a whole, dividends would have accounted for 30.1 per cent of gross income (31.1 per cent in 1965) had they all been declared gross.

At £123 million net dividend distributions by quoted companies reporting in the third quarter of 1967 were 3 per cent below that for a year earlier, thus continuing the trend revealed in previous quarters. For the year as a whole dividend distributions (net) fell by about 5 per cent from £584 million to £553 million.

Depreciation provisions continue to increase, and for those companies whose accounts were analysed between July 1 and September 30, 1967, rose by 8.5 per cent from £165 million in 1965 to £179 million in 1966; they represented 26.4 per cent of gross income in 1966 compared with 23.9 per cent for the same companies in 1965. For 1966 as a whole they amounted to £884 million, an increase of over 8 per cent over the previous year, when the figure was £818 million.

Interest on long-term loans rose very sharply both during the quarter and over the year as a whole by 32.1 per cent and 26.1 per cent respectively, and in both instances represented 5.4 per cent of gross income as against only just over 4 per cent in 1965.

Tax appropriations for all quoted companies reporting in the 12 months up to September 30, 1967, were higher than in the previous year and excluding the income tax of £326 million on dividends paid gross in 1966 constituted 25.3 per cent of gross income in 1966, as against 24.1 per cent in 1965.

Over both the quarter and the year retained profits were considerably lower than for the same groups of companies in the previous year. This fall is affected by the way in which income tax retained on dividend distributions under the transitional arrangements inflated retained profits in 1965, and by the way in which the changeover from a system of investment incentives by investment allowances to one of investment grants is treated in different accounts. However, even allowing for these factors, a significant fall in retained profits remains. Depreciation provisions and the amount retained in reserves which together provide the finance for company expansion totalled £1,272 million (£1,641 million in 1965), a drop of 22.5 per cent.

Company expenditure

Throughout 1966 expenditure by those quoted companies covered by this analysis was below the level for the previous year, and, taking the year as a whole, expenditure was £155 million (6 per cent) lower than in 1965.

Over the year 1966 as a whole, expenditure on acquiring subsidiaries, at £357 million, was lower than for the same companies in 1965. The results for 1966 shown in greater detail in Table 4 do not include those companies whose 1966 accounts had not been received by September 30, 1967, and therefore do not represent a complete picture for the year, although for comparative purposes the figure of net expenditure on acquiring subsidiaries for the same companies in 1965 is shown at the base of the table. The fall is accentuated by the results for companies reporting between June and September, in which the sale by the Distillers Company of its chemical interests is reflected in the high figure for disposals in Table 4. Since the purchaser, British Petroleum, is not covered in this analysis – which is restricted to companies operating mainly in the United Kingdom – there is no counter-balancing item for the acquisition. However, even allowing for such abnormal factors, there is evidence of a lower level of acquisition activity during 1966, though the irregular incidence of very large acquisitions should act as a warning against drawing too sweeping conclusions about the longer term trend of acquisitions. Certainly more recent evidence does not confirm that this tendency is continuing.

A lower proportion of expenditure on new subsidiaries during 1966 was in the form of cash than in recent years, 43 per cent, compared with about 48 per cent in 1965 and around 60 per cent in 1963 and 1964. Of the total expenditure on new subsidiaries about three-quarters was on acquiring other quoted companies, a rather higher proportion than in recent years. The remainder was on acquiring non-quoted companies, although these represented many more in terms of numbers than quoted companies

Table 3. Quoted companies – uses of company funds

£ thousand

	Accounts received between July 1 and September 30, 1967				Accounts received up to September 30, 1967			
	Manufacturing Industries		Manufacturing and Distribution, etc.		Manufacturing Industries		Manufacturing and Distribution, etc.	
	1965	1966	1965	1966	1965	1966	1965	1966
Number of companies	375	358	520	496	1,405	1,361	1,929	1,865
Uses of funds:								
Payments out of income:								
Taxation payments	162,452	160,562	213,922	203,117	711,524	714,899	894,594	896,330
Dividend distributions	111,820	84,751	146,869	115,159	494,264	462,994	617,273	579,291
Interest on long-term loans	22,107	30,754	27,466	36,569	112,459	143,998	134,366	170,978
Total payments out of income	296,379	276,067	388,257	354,845	1,318,247	1,321,891	1,646,233	1,646,599
Expenditure on fixed assets, etc.:								
Tangible fixed assets	232,001	184,104	310,417	253,285	1,252,898	1,157,116	1,539,938	1,413,378
Adjustments due to consolidation	—10,046	18,565	—15,304	14,659	—49,246	—12,343	—67,080	—19,129
Intangible assets	2,261	4,931	3,841	5,979	4,573	7,166	8,421	9,072
Trade investments	17,054	—21,496	20,892	—21,769	69,792	11,557	82,849	20,497
Acquisition of subsidiaries	144,080	87,384	157,976	106,066	406,045	312,161	471,797	356,526
Of which:								
By issue of shares and loans	94,964	86,930	103,341	91,015	225,603	222,133	264,789	241,194
By cash	49,116	454	54,635	15,051	180,442	90,028	207,008	115,332
Other expenditure on capital account	7,400	8,504	9,762	9,962	42,978	60,023	50,679	70,472
Total expenditure on fixed assets, etc.	392,750	281,992	487,584	368,182	1,727,040	1,535,680	2,086,604	1,850,816
Increase in current assets, etc.:								
Increase in stocks	113,515	67,401	136,719	83,303	445,070	262,868	544,397	312,244
Increase in trade and other debtors, etc.	84,293	79,938	109,013	88,597	425,607	420,831	517,845	477,619
Increase in liquid resources	—49,071	49,691	—51,977	55,558	—172,504	36,504	—182,672	51,971
Of which:								
Tax reserve certificates	—4,735	1,294	—6,881	3,769	—39,209	—5,061	—48,077	—2,972
Other investments	—14,717	43,090	—20,386	41,940	—66,291	30,616	—76,588	28,627
Cash, etc.	—29,619	5,307	—24,710	9,849	—67,004	10,949	—58,007	26,316
Total increase in current assets	148,737	197,030	193,755	227,458	698,173	720,203	879,570	841,834
Total uses of funds	837,866	755,089	1,069,596	950,485	3,743,460	3,577,774	4,612,407	4,339,249

Source: Board of Trade

The principal acquisitions by quoted companies reporting in the third quarter of 1967 were of Bristol Aeroplanes and Bristol Siddeley Engines by Rolls-Royce (for £37 million and £18 million respectively), of Harveys by Showerings, Vine Products and Whiteways (for £13 million) and Samuel Jones by Wiggins, Teape (for £11 million).

Stockbuilding by those companies whose accounts are included in the analysis for the quarter ending on September 30, 1967, followed the pattern already apparent from the analysis of earlier quarters' accounts and at £83 million expenditure on stocks was £54 million (39.4 per cent) below the figure for the previous year. Over the year 1966 as a whole, expenditure on stockbuilding fell by 42.6 per cent, or £232 million (from £544 million in 1965 to £312 million in 1966). Only four of the 22 individual industries covered by the analysis showed an increase in the level of stockbuilding between 1965 and 1966, the most significant being the food industry (up by £14 million); all the remaining industries recorded diminished expenditure ranging from £½ million (transport) to £58 million (chemicals and allied industries); metal goods, wholesale distribution, non-electrical engineering and tobacco also showed very marked reductions in the level of expenditure on stocks.

During 1966 expenditure on tangible fixed assets amounted to £1,413 million and was 8 per cent below the figure for a year earlier; however, the fall would have amounted to only just over 2 per cent between 1965 and 1966 but for the £92 million of investment grants treated in the accounts as deductions from fixed assets. Trade investments expenditure was markedly lower in 1966 and fell from £83 million in 1965 to only £20 million in 1966. On the other hand the increase in net trade and other credit extended reached a very high level, and at £209 million was well over double the 1965 figure. Liquid resources (cash and other short-term assets) showed a most significant turn-round and increased by £52 million during 1966, compared with the very heavy run-down of £183 million recorded by the same companies in 1965. 'Other expenditure on capital account' also increased by £19 million to £70 million in 1966, and there was a small increase in expenditure on intangible assets (goodwill, etc.) which rose by about £1 million.

Financing of expenditure

Although expenditure during 1966 was well below the 1965 level, retained profits and depreciation provisions declined by £369 million, and the increase in bank overdrafts and loans was considerably below that recorded in 1965 (£199 million compared with £312 million) with the result that companies continued to find the need to raise additional outside finance. Over and above the shares and long-term loans issued as consideration for the acquisition of subsidiaries, a further £469 million was raised by way of shares and loans, a rise of 33 per cent over the previous year's figure of £352 million. Within this total issues of long-term loans went up sharply by 57 per cent from £310 million in 1965 to £486 million in 1966; issues of Ordinary shares also increased appreciably and at £65 million were 40 per cent above the £46 million issued a year earlier.

For those companies reporting in the third quarter of 1967 bank loans and overdrafts increased by only £17 million, whereas the figure for the same companies a year earlier was over five times this figure (£91 million); internally generated funds (retained profits and depreciation provisions) were £73 million below the figure for 1965, and proceeds from the issue of loan and share capital (other than that issued in exchange for subsidiaries) at £107 million were up by 64 per cent over 1965 (£65 million).

During the year as a whole contracts for capital expenditure not provided for in the accounts fell by over 6 per cent to £731 million (against £780 million in 1965). Of the 22 individual industry groups only six recorded an increase in expenditure in this sector, the largest being £8 million in the metal manufacturing industry. With the exception of the leather industry all the remaining groups showed decreases, by far the largest being in the chemical industry, where contracts for capital expenditure declined from £165 million in 1965 to £135 million in 1966 (a fall of 18 per cent).

Notes: Tables 1-3 present an analysis of accounts for the 'year' 1966 (with comparable figures for 1965) based on accounts received by the Board of Trade up to September 30, 1967.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent

(*Continued on next page*)

Table 4. Expenditure by quoted companies on acquiring subsidiary companies – 1963 to 1966

£ million

	Manufacturing Industries				Manufacturing and Distribution			
	Final figures			Accounts received up to Sept. 30, 1967	Final figures			Accounts received up to Sept. 30, 1967
	1963	1964	1965	1966	1963	1964	1965	1966
Expenditure during the year on acquiring subsidiaries	267·3	428·2	432·8	348·5	328·6	501·7	507·4	402·2
Of which:								
Total shares, etc.	115·9	169·9	225·2	213·2	141·9	197·9	264·8	231·0
Ordinary	85·6	139·2	173·2	162·2	107·4	164·5	206·4	177·7
Preference	7·3	12·0	9·6	1·1	11·1	13·5	10·1	1·3
Long-term loans	23·0	18·7	42·4	49·9	23·4	19·9	48·3	52·0
Cash	151·2	258·2	207·6	135·3	186·5	303·8	242·5	171·2
Previous trade investment	2·8	96·7(1)	8·5	9·2	3·4	99·5(1)	10·0	11·3
Total expenditure on subsidiaries acquired during the year	270·0	524·9	441·3	357·7	332·0	601·2	517·4	413·5
Total expenditure on quoted companies acquired during the year	139·5	229·1	317·5	282·2	157·4	264·2	349·8	304·5
Number	(63)	(57)	(59)	(49)	(77)	(71)	(75)	(69)
Net book value	113·9	177·4	235·3	194·5	129·4	209·6	254·5	215·5
Of which:								
Net tangible fixed assets	62·1	119·3	207·0	129·4	72·3	161·0	226·4	146·7
Current assets *less* current and other liabilities	35·8	44·7	19·2	55·7	36·3	33·6	18·5	59·2
Other assets	16·0	13·5	9·1	9·4	20·9	15·0	9·6	9·6
Reconciliation of total expenditure and net book value:								
Excess payment	43·2	64·2	91·0	96·9	45·8	74·2	104·5	101·0
Excess book value	—17·5	—12·5	—8·8	—9·2	—17·8	—19·7	—9·2	—12·0
Total expenditure on non-quoted companies acquired during the year	130·4	295·8	123·9	75·5	174·5	337·0	167·6	109·0
Number	(518)	(642)	(605)	(428)	(808)	(868)	(920)	(586)
Net book value	104·8	186·3	88·3	53·4	134·2	214·5	116·3	76·7
Reconciliation of total expenditure and net book value:								
Excess payment	30·4	113·3	39·5	25·2	45·8	127·4	55·6	36·3
Excess book value	—4·8	—3·7	—3·9	—3·1	—5·5	—4·9	—4·3	—4·3
Expenditure during the year on acquiring subsidiaries	267·3	428·2	432·8	348·5	328·6	501·7	507·4	402·2
less Proceeds from the sale of subsidiaries	21·8	41·6	30·7	60·9	26·6	59·1	42·1	74·5
plus Expenditure on acquiring minority interests (*less* proceeds from the disposal of minority interests) and amounts written off existing subsidiaries	4·5	18·7	19·0	24·6	4·6	35·0	28·1	28·8
equals Expenditure on acquiring subsidiaries (as recorded in the Board of Trade series 'Sources and Uses of Company Funds' – Table 3 in this article for 1966)	250·0	405·4	421·1	312·2 (406·0)(2)	306·6	477·7	493·4	356·5 (471·8)(2)

(1) Includes Imperial Chemical Industries' investment in British Nylon Spinners. This transaction by which British Nylon Spinners became a wholly-owned subsidiary instead of a joint-holding accounted for the following amounts (£ million): total expenditure during the year 10·0, of which in cash 10·0; previous trade investment holding 82·8; total expenditure on subsidiaries acquired during the year 92·8; total expenditure on non-quoted companies 92·8; net book value 54·1 and excess payment 35·7. In addition, Imperial Chemical Industries cancelled its 37½ per cent holding of Courtauld's capital (the book value of which was £60·3 million).

(2) Expenditure by same companies in 1965.

Notes to Tables on previous four pages, *continued*

annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies, and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not, therefore, confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in Tables 1-3 accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Income, Prices, Employment and Production'.

Table 4 presents an analysis of the expenditure by quoted companies on acquiring subsidiary companies and is in the same form as Table 2 of 'Acquisition and Amalgamations of Quoted Companies 1962-1963' (*Economic Trends*, November 1965).

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

New companies registered

BELOW ARE details of new companies registered in Great Britain during September 1967, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,765	1,765
£1,000 and under £10,000	—	534	534
£10,000 and under £50,000	—	85	85
£50,000 and under £100,000	—	4	4
£100,000 and under £1,000,000	—	8	8
£1,000,000 and above	—	—	—
Total Number	—	2,396	2,396
Total amount of Nominal Capital	'000's £—	'000's £4,126	'000's £4,126

Companies registered in Great Britain 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044	2,516	3,101
May	2,304	3,960	2,485	3,508
June	2,211	5,168	2,357	5,693
July	2,019	5,314	2,406	19,923
August	2,246	8,531	2,390	5,413
September	2,096	6,613	2,396	4,126
October	2,075	3,911		
November	2,256	4,374		
December	2,015	4,264		
Total	27,759	71,403		

New companies registered in Northern Ireland

IN THE MONTH of September 1967 37 new private companies having a total nominal capital of £105,000 and one public company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-September 1967 214 companies with a total nominal capital of almost £1,337,000 were registered as compared with 216 companies with a total nominal capital of almost £1,728,000 registered in the same period in 1966.

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Overdrafts of the nationalized industries

THE TREASURY announced on October 26 that the total bank overdrafts of the nationalized industries at October 18, 1967, amounted to £147.3 million of which £130.4 million was from the Clearing Banks and £16.9 million from the Scottish Banks.

Northern Ireland index of production

THE provisional index of industrial production for Northern Ireland for August 1967 prepared by the Ministry of Commerce is 125 (1963=100). This is 13 points higher than for July 1967 and 5 points higher than for August 1966. The index numbers for the main industrial groups with the increase or decrease on August 1966 shown in brackets are: textiles 126 (−2 points); clothing 89 (−7); engineering and metals 123 (+20); food, drink and tobacco 111 (+1); timber and furniture 116 (+8); mineral products 140 (+5); other manufacturing industries 159 (−2); gas, electricity and water 110 (+5).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Operating and traffic statistics of the United Kingdom airways corporations and private companies in July 1967

Scheduled services

PASSENGERS CARRIED by the industry in July were 4 per cent less than a year earlier. BOAC's passengers were 3 per cent higher, but for BEA they were 3 per cent less, and for the private operators 7 per cent less.

The industry failed to fill the extra passenger capacity of 8 per cent offered, and the average load factor fell from 69 per cent to 65 per cent. BOAC's load factor was 65 per cent, against 70 per cent a year earlier and BEA's 66 per cent against 70 per cent. There was a slight reduction in the private companies' average load factor.

Aircraft miles flown were 4 per cent more than in July 1966; an increase of about the same size as in recent months. The increase in BOAC's mileage was 12 per cent and in BEA's 6 per cent. The mileage flown by the private companies on scheduled services was, however, 10 per cent less.

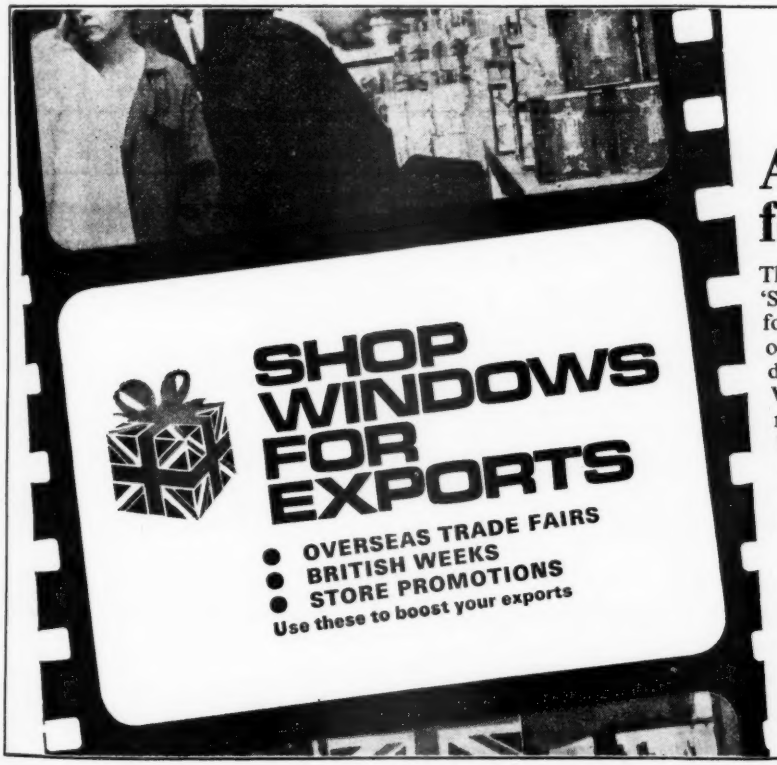
Freight carried was 25 per cent lower than in July 1966 when shipping was still disrupted by the seamen's strike. BOAC carried 3 per cent less, BEA 16 per cent less and the private sector 32 per cent less.

Non-scheduled services

Capacity ton miles flown on non-scheduled services was 7 per cent more than in July 1966. Charter business tends to be erratic. In the first six months of 1967 it was 3 per cent less than a year earlier. This kind of business is undertaken mainly by the independent airlines and is the major part of their activity.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	July 1967 (1)	Per cent change on July 1966	July 1967 (1)	Per cent change on July 1966	July 1967	Per cent change on July 1966	July 1967	Per cent change on July 1966
Scheduled Services:								
Aircraft miles flown ('000)	15,332	+ 4·1	6,135	+12·1	5,801	+ 5·9	3,396	—10·2
Passengers carried (No.)	1,551,658	— 3·6	149,980	+ 3·2	849,321	— 2·5	552,357	— 6·8
Passenger miles ('000)	957,673	+ 1·7	511,627	+ 5·5	320,916	— 1·4	125,130	— 4·6
Available seat miles ('000)	1,476,661	+ 8·2	788,628	+13·6	486,172	+ 5·3	201,861	— 3·1
Passenger load factor %	64·9	69·0(2)	64·9	69·9(2)	66·0	70·4(2)	62·0	63·0(2)
Freight carried (short tons)	31,367	—25·0	3,475	— 2·7	9,426	—16·0	18,466	—31·7
Mail carried (short tons)	1,706	—11·5	539	+ 0·9	1,095	—16·7	72	—10·0
Load short ton miles ('000)	114,224	+ 0·2	66,475	+ 4·6	33,374	— 2·8	14,375	—10·5
Capacity short ton miles ('000)	201,882	+ 4·2	122,879	+ 6·6	55,815	+ 3·9	23,188	— 6·5
Overall load factor %	56·6	58·8(2)	54·1	55·2(2)	59·8	63·9(2)	62·0	64·8(2)
Non-scheduled Services:								
Aircraft miles flown ('000)	7,970	+ 9·0	221	—43·6	376	+ 2·5	7,373	+12·6
Capacity short ton miles ('000)	79,980	+ 7·5	3,815	—40·5	4,665	+ 0·6	71,500	+12·8
Passengers carried (No.)	617,337	..	1,755(3)	..	25,414	..	590,168	..

(1) July 2-29, 1967, for BOAC.
(2) 1966 actual load factors.
(3) Excludes passengers carried by BOAC for foreign operators.



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

Shipping movement at United Kingdom ports

Foreign and coastal trade movement during May 1967

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during May 1967 amounted to 16,301 thousand net tons; this was 21.3 per cent more than the tonnage for May 1966. Commonwealth vessels accounted for 7,432 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo in the first five months of the year, showed an increase of 5,146 thousand net tons when compared with the same period for 1966.

There was a 39.6 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo for the month of May 1967, and a 1.4 per cent increase for the first five months of the year compared with 1966.

Note: The seamen's strike began on May 16, 1966, continuing throughout the month of June; consequently this should be borne in mind when comparing the figures for 1966 with the corresponding period for 1967.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of May 1966	5,162	9,220	2,972	219	6,028	3,865	4,215	1,464	155	2,597
	Month of May 1967	6,438	10,846	4,324	244	6,278	4,519	5,455	2,720	162	2,591
	Five months ending May 1966	25,115	43,482	17,550	898	25,033	21,051	22,272	10,429	725	11,118
	Five months ending May 1967	27,912	48,169	18,331	1,024	28,814	22,007	24,674	11,514	676	12,484
In ballast:	Month of May 1966	1,436	2,080	726	43	1,311	2,476	6,413	1,640	72	4,700
	Month of May 1967	1,423	2,599	1,073	26	1,500	3,064	7,159	2,372	84	4,704
	Five months ending 1966	6,838	9,354	4,046	195	5,112	11,490	31,778	11,146	498	20,133
	Five months ending May 1967	6,698	10,202	4,514	182	5,507	12,646	33,482	11,204	444	21,835

(1) Includes Irish Republic and South Africa.

Robert Hough

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Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	May		Five months ended May		May		Five months ended May	
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels	Numbers of vessels							
United Kingdom	1,165	1,871	7,472	8,011	767	1,499	6,230	6,673
Other Commonwealth	149	167	640	675	168	132	728	628
Foreign	3,848	4,400	17,003	19,226	2,930	2,888	14,093	14,706
Total	5,162	6,438	25,115	27,912	3,865	4,519	21,051	22,007
	Thousand net tons							
Commonwealth(1):								
Registered in United Kingdom	2,972	4,324	17,550	18,331	1,464	2,702	10,429	11,514
Registered in Canada	—	3	7	4	—	—	14	—
Registered in other countries	219	240	891	1,020	155	162	711	676
Soviet	76	94	303	483	41	23	175	97
Finnish	79	88	319	411	50	35	180	201
Swedish	487	479	1,587	2,198	195	231	644	1,001
Norwegian	1,331	1,392	5,835	6,405	525	538	2,140	2,163
Danish	247	283	1,346	1,282	144	181	738	897
Polish	24	21	101	118	9	9	54	57
German (Federal Republic)	412	504	1,767	2,116	255	281	1,208	1,352
Dutch	774	677	2,862	2,838	496	385	2,052	2,051
Belgian	212	224	986	996	135	166	703	788
French	572	415	1,742	1,494	278	208	972	929
Spanish	59	48	297	285	39	43	289	299
Italian	151	137	646	719	12	23	67	127
Yugoslav	4	8	38	114	5	5	29	40
Greek	149	269	830	1,076	76	70	335	326
United States of America	238	227	900	1,109	198	191	709	884
Panamanian	205	154	786	885	17	30	170	182
Liberian	789	979	3,753	5,058	37	70	218	420
Other	221	281	935	1,227	85	102	435	669
Total foreign	6,028	6,278	25,033	28,814	2,597	2,591	11,118	12,484
TOTAL	9,220	10,846	43,482	48,169	4,215	5,455	22,272	24,674
Trading areas:								
Irish Republic	259	436	1,671	1,764	301	394	1,805	1,786
Northern Europe (Foreign)	2,071	2,570	9,899	11,486	1,616	2,021	8,462	9,721
Europe (Atlantic) and Western Mediterranean Countries	959	1,468	4,715	5,483	577	813	3,134	3,338
Central and Eastern Mediterranean Countries	1,051	1,093	5,456	5,157	143	148	711	825
West and South Africa	656	919	3,411	3,651	185	217	1,170	1,151
East Africa, Persian Gulf, India	1,547	1,556	6,447	8,600	172	236	1,001	1,089
Eastern Asia and Islands in the Pacific	207	252	1,140	1,343	153	254	910	1,192
Australasia	388	428	1,641	1,467	101	191	782	781
North America (Atlantic Coast)	1,242	1,270	4,333	4,341	678	929	2,924	3,280
West Indies and Central America (Atlantic Coast)	630	603	3,491	3,845	190	156	800	996
South America (Atlantic Coast)	145	104	781	374	49	38	329	192
South and Central America (Pacific Coast)	5	16	144	116	19	21	80	102
North America (Pacific Coast)	55	121	319	509	30	36	163	213
Other areas	5	1	33	34	1	2	1	7
Total Commonwealth Countries (1)	2,845	3,034	12,777	12,872	867	1,296	5,816	5,495
Total Foreign Countries	6,374	7,811	30,704	35,297	3,348	4,160	16,456	19,179
TOTAL	9,220	10,846	43,482	48,169	4,215	5,455	22,272	24,674

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With Cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	5	3	14	14	18	36	9	18	32	15	29	39
Bristol	1,657	1,553	752	1,724	1,602	780	214	221	230	1,728	1,528	670
Cardiff	571	699	342	736	837	428	198	269	150	804	770	381
Dover	1,594	2,076	1,658	2,584	3,307	2,642	1,432	1,962	1,460	2,520	3,246	2,597
Falmouth (inc. Truro)	46	16	11	604	411	109	22	17	9	800	597	131
Folkestone	276	189	146	405	283	207	231	204	154	309	279	205
Grimsby (inc. Immingham)	1,361	1,483	1,293	1,528	1,663	1,410	440	565	500	1,480	1,706	1,414
Harwich	1,940	2,342	1,886	2,033	2,448	1,996	1,949	2,277	1,844	2,041	2,430	1,981
Holyhead	472	574	421	480	583	429	471	573	416	480	581	427
Hull	1,905	2,235	1,779	2,033	2,406	1,948	799	1,159	1,283	2,016	2,307	1,921
Lancaster	112	144	21	115	150	40	30	5	17	105	195	45
Liverpool	5,989	6,212	2,300	7,128	7,251	2,669	2,682	2,801	1,604	7,073	7,249	2,562
London	12,306	13,713	6,160	15,449	16,595	7,328	6,006	6,186	4,330	15,326	15,728	7,322
Manchester (inc. Runcorn)	2,424	2,627	1,204	2,561	2,770	1,357	634	756	860	2,135	2,377	1,383
Middlesbrough	1,193	1,584	669	1,483	2,062	926	723	920	597	1,628	2,012	949
Milford Haven	3,176	3,455	255	3,484	3,963	473	449	706	173	3,365	3,842	409
Newhaven	169	218	230	184	225	244	168	199	222	179	207	239
Newport (Mon.)	550	433	271	777	696	411	404	425	387	843	725	470
Plymouth	135	130	235	182	211	396	263	84	204	383	185	381
Southampton	5,926	6,621	1,184	7,130	7,894	1,519	2,556	2,867	971	7,273	7,836	1,488
Swansea	219	283	163	756	790	504	739	791	573	919	972	633
Tyne Ports	807	911	662	1,202	1,287	796	511	530	416	1,496	1,478	762
Glasgow	2,219	2,052	612	2,505	2,339	706	1,039	966	390	2,557	2,622	736
Grangemouth	476	642	519	622	816	621	499	557	450	738	806	618
Greenock	137	114	38	811	522	110	39	61	24	842	412	80
Leith	345	341	479	358	350	495	123	125	288	292	299	453
Belfast	779	865	498	870	941	577	204	169	190	653	958	485
Other Ports	3,367	3,551	7,160	4,282	4,839	9,385	1,940	2,194	5,826	4,301	4,827	9,633
TOTAL	50,155	55,069	30,962	62,040	67,259	38,542	24,777	27,607	23,600	62,302	66,203	38,414

(*Continued on next page*)

Table 4. Coasting trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With Cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	4	3	18	655	530	720	636	535	710	641	548	732
Bristol	676	641	426	901	812	1,352	366	265	871	921	887	1,495
Cardiff	261	232	275	550	421	805	181	93	356	509	403	848
Cowes	708	782	3,556	1,634	1,751	7,605	652	736	3,239	1,629	1,746	7,590
Falmouth	71	45	82	332	421	303	45	43	139	99	187	253
Hartlepool	19	21	38	184	229	301	149	181	193	197	222	257
Hull	513	486	193	856	748	594	389	267	310	742	762	600
Immingham	289	318	81	770	764	405	531	377	271	832	595	350
Lancaster	550	600	399	620	679	645	614	515	580	663	626	606
Liverpool	1,199	974	1,105	1,667	1,408	1,732	1,081	935	1,238	1,724	1,698	1,852
London	2,979	2,931	2,239	3,904	4,070	3,661	1,142	1,141	1,256	4,317	4,094	3,535
Manchester	517	498	305	713	679	739	359	315	403	770	712	729
Middlesbrough	204	154	147	545	577	630	176	179	346	430	427	569
Milford Haven	122	194	43	1,645	1,421	731	1,745	1,668	792	1,815	1,730	827
Newport (Mon.)	178	129	531	264	208	631	7	4	16	194	150	571
Portsmouth	163	175	817	1,140	1,206	4,969	33	34	364	1,129	1,179	4,913
Preston	451	446	891	498	498	1,012	419	439	867	512	522	1,047
Southampton	1,164	1,168	3,590	2,376	2,581	4,792	2,037	2,315	3,993	2,321	2,613	4,833
Sunderland	85	89	94	629	610	742	501	482	577	585	575	715
Swansea	55	77	168	744	798	1,612	517	529	1,297	575	622	1,468
Tyne Ports	333	274	73	1,437	1,427	954	671	683	678	1,124	1,220	996
Glasgow	509	608	483	796	942	702	345	322	414	773	625	656
Belfast	2,484	2,626	3,113	2,582	2,770	3,389	1,988	2,362	2,474	2,587	2,954	3,556
Other Ports	5,459	5,974	12,515	7,403	7,790	17,621	3,794	4,030	7,507	7,282	7,540	17,315
TOTAL	18,992	19,444	31,182	32,846	33,340	56,647	18,383	18,446	28,891	32,370	32,641	56,313

Table 5. Shipping movements at United Kingdom ports

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonweailh (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of May 1966	5,160	2,984	1,992	991	4,806	2,868	1,797	1,070
	Month of May 1967	5,941	3,583	2,916	667	5,618	3,453	2,761	692
	Five months ending May 1966	27,502	16,196	12,427	3,768	26,545	16,259	12,170	4,089
	Five months ending May 1967	27,247	16,504	12,990	3,514	25,971	15,944	12,393	3,551
In ballast:	Month of May 1966	5,229	2,503	1,769	734	5,452	2,534	1,813	721
	Month of May 1967	5,709	2,957	2,289	668	5,858	2,948	2,341	608
	Five months ending May 1966	25,080	13,734	10,386	3,348	25,464	13,194	10,212	2,982
	Five months ending May 1967	25,124	13,735	10,385	3,350	25,835	13,403	10,303	3,100
Coasting trade – United Kingdom									
With cargo:	Month of May 1966	5,820	3,431	2,321	1,110	5,270	3,195	2,025	1,170
	Month of May 1967	6,854	4,264	3,491	773	6,276	3,984	3,207	777
	Five months ending May 1966	31,554	18,992	14,833	4,159	29,257	18,383	13,987	4,396
	Five months ending May 1967	31,182	19,444	15,486	3,958	28,891	18,446	14,383	4,064
In ballast:	Month of May 1966	5,281	2,523	1,784	739	5,715	2,649	1,896	753
	Month of May 1967	5,772	2,973	2,303	670	6,184	3,104	2,476	629
	Five months ending May 1966	25,393	13,854	10,456	3,398	27,224	13,987	10,856	3,131
	Five months ending May 1967	25,465	13,896	10,510	3,386	27,422	14,195	10,958	3,237

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 27, 1967.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Extravaganza of Golgotha Smuts	Br/E 32709	20	October 23	Compton Film Distributors Ltd.	Andrew T. M. Holmes.
Some May Live	Br/E 32710	89	October 23	Butcher's Film Distributors Ltd.	Foundation Pictures Ltd.
A Beginning	Br/E 32713	14	October 25	New Realm Pictures Ltd.	New Quebec Film Productions.
Autostrada	Br/E 32716	23	October 27	United Artists Corp. Ltd.	Harold Baim Film Enterprises Ltd.
I Like Birds	Br/E 32717	43	October 27	Border Film Productions (London) Ltd.	Pete Walker Productions Ltd.
Journey to Tomorrow	Br/E 32718	10	October 27	New Realm Distributors Ltd.	Geoffrey Jones (Films) Ltd.
Pathe News 67-85	Br/E 32323	8	October 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-86	Br/E 32324	7	October 27	" " "	" "
Movietone News 2002	Br/E 32457	7	October 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2002A	Br/E 32458	7	October 27	" " "	" "
FOREIGN					
Thoroughly Modern Millie	F 32706	138	October 23	Rank Film Distributors Ltd.	Universal International Films Inc.
Banning	F 32707	100	October 23	" " "	" "
Rough Night in Jericho	F 32708	102	October 23	" " "	" "
10,000 Dollars – Blood Money	F 32711	97	October 24	Ranworth Film Services Ltd.	Zenith Cinematografica, Rome.
Doctor Faustus	F 32712	93	October 25	Columbia Pictures Corp. Ltd.	Oxford Productions Ltd., Nassau and Venfilms S.p.A., Rome.
The War Wagon	F 32714	101	October 26	Rank Film Distributors Ltd.	Universal International Films Inc.
The Perils of Pauline	F 32715	98	October 26	" " "	" "
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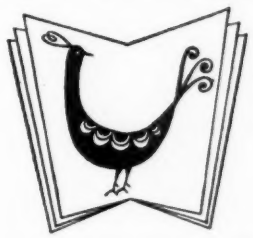

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Exhibitions and Fairs

International Fair "For The Child", Cologne

DESPITE the fact that the German economy has still not fully recovered from the recent recession, 16 British firms exhibited their attractive merchandise at this Cologne fair and nearly all of them achieved worthwhile results. The Board of Trade assisted with three separate joint venture stands and gave support to two further firms who exhibited independently.

This popular fair is held twice yearly in April and October. It is open only to trade buyers who pay nearly £1 each for admission. The recent fair attracted 10,880 such buyers, including 2,460 foreign buyers from 32 different countries. This represented an increase of 16 per cent on German buyers and 9 per cent of foreign buyers. There were 455 direct exhibitors and a further 32 represented firms from 14 nations, of which 138 were foreign firms with an additional 27 represented firms. Stand space of 16,258 sq. metres was rented. The largest foreign participation was from France (37 firms) closely followed by Holland (34), Italy (22) and the United Kingdom. Israel who showed for the first time at the spring fair, returned again this time with 11 firms.

An indication of the popularity of the fair may be judged from the fact that 46 German and six foreign firms this year celebrated their 10th consecutive participation.

The range of articles on show included perambulators and accessories, children's furniture, children's and babies' outerwear, underwear and textile outfitting, hygienic articles, wickerwork, shoes, toys, playground equipment, appliances for disabled children, publications, swimwear and beach wear.

Fashion parades were held twice daily. The articles chosen for display were selected by an independent jury. This feature of the fair resulted in excellent publicity for those firms who submitted suitable garments.

The good summer and autumn weather which has been experienced in Germany resulted in the clearance of large stocks of summer clothing. Buyers therefore tended to show rather more interest than had been expected in articles for the spring and summer of 1968.

As always, the results achieved by exhibitors varied enormously. Those who had taken part in previous Cologne fairs found that their perseverance paid off. Many commented that inquiries and orders were twice as frequent as at previous fairs.

Several British firms booked orders in excess of £4,000 and one was confident that he had landed an order worth £50,000. Another had useful inquiries from Greece, Norway, Africa, the Canary Isles, Spain, Italy, Israel and Germany. One firm who went to Cologne with a totally new product was amazed at the interest shown in his product by buyers from many countries. Most orders were of course received from EFTA countries, but it was encouraging that many more inquiries were received from large German houses than in previous years. A regular exhibitor was delighted to receive an order from Sweden to make up copies of Swedish garments as his prices were extremely competitive and the quality better than that available in Sweden.

The Minister (Economic) at the Bonn Embassy, Mr. S. L. Edwards, visited all the British exhibitors and discussed problems of marketing and the possible repercussions of the introduction of the new added value tax. He found a well justified enthusiasm for selling to the continent.

The next 'for the child' fair will be held in six months' time. British manufacturers who have not yet exhibited at Cologne should consider the advisability of doing so. The next fair will be held in a superb hall which has just been constructed at a cost of £5,000,000. It has every conceivable facility and should prove extremely attractive to the buyers. Trade associations or the Overseas Trades Fairs Directorate of the Board of Trade will be glad to give details of participation and of the financial aid which is available.

PROGRAMME OF OVERSEAS TRADE PROMOTIONS

Publication of the green paper supplement giving the Programme of Overseas Trade Promotions, which was to have been published on November 3, has had to be held over until November 10.

Advance copies will, however, be available on Monday afternoon, November 6, on application to the Board of Trade, Overseas Trade Fairs Directorate, Room 430, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Exts. 3069, 3008).

Mr. Mallalieu to open Fifth British Glove Fair

THE FIFTH British Glove Fair which will be held at The Londoner Hotel, London, from February 19 to 21, 1968, will be officially opened by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on February 19.

Motor Show's record overseas attendance

THERE WAS a record number of overseas visitors to the London Motor Show which closed on October 28 after a two-week run. In all 34,293 foreign visitors attended – an all-time high – and almost 7,000 up on last year's figure of 27,594.

Total overall attendance at the show was the third highest in its history with 607,402. Record attendance was 666,257 in 1965 followed by 612,000 in 1963. Last year the total was 544,452.

It was also a top year for export orders. By the end of the show total export orders for Britain's car manufacturers came to approximately £110 million. Home market orders were in excess of this. SMMT President Sir George Harriman called it one of the best shows ever – a remark echoed by all the leading manufacturers.

Left: Mr. S. L. Edwards (second from left), Minister (Economic), British Embassy, Bonn, examines, together with an interested group, the Tubemaster Tubular Products 'Stroller' on the British Nursery Goods Association stand at the Cologne International Fair For The Child. Right: the attractive joint venture stand of the Junior Fashion Group of London.

'Impressive British display' interest at this year's SPOGA

A report from the British Embassy, Bonn

SPOGA, the Cologne trade fair of sports goods, camping equipment and garden furniture, took place from October 24 to 27. This truly international fair has so increased in effectiveness over the post-war years as a meeting place for manufacturer and buyer that three further halls had to be brought into use to accommodate some 800 exhibitors from 26 countries this year. Thereby increasing the gross hall area to 672,000 sq. feet of which 367,900 sq. feet was rented floor space.

In the short space of four years statistics have risen as follows:

	1963	1967
German exhibitors . .	354	417
Foreign exhibitors . .	287	369
Countries	23	26
German buyers . . .	7,960	9,590
Foreign buyers . . .	2,440	4,550

Even when compared with 1966, there was an increase of 8 per cent in exhibitors and 9 per cent in foreign buyer atendance.

The first of the British group exhibits took place in 1962 when 25 companies occupied about 550 sq. metres. This year, 45 different stands covered nearly 1,000 sq. metres in the gallery of hall 1, when the Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain joined forces to mount an impressive display of British merchandise with Board of Trade assistance. They received many compliments on the design and lay-out of the stands.

The fair has grown so large now that it was almost impossible for even the most dedicated of buyers to walk the tremendous distance which would be necessary to cover all the exhibits. Consequently many of them were most interested in the British display, which was almost a complete exhibit within an exhibit. Buyers were able to find the goods they were looking for in one compact section of the fair.

As always, results achieved varied considerably, but it was most noticeable that firms who had exhibited several times previously achieved the best results. Continuity and consolidation are most necessary.

Nevertheless many first timers did extremely well. One firm showing trailer kits expected to receive an order for 500 kits from Belgium and had good inquiries from Holland, Italy, Spain, Germany, Austria and Chile. Another booked £1,000-worth of orders. Another firm with a very specialized line of hunting and shooting products came to the fair with the idea that some advantage might accrue from showing their wares. They were astounded at the impact they made. They met their agents from all over Europe and this alone saved them sending representatives to 11 different countries. A further bonus was £7,000-worth of business which had been totally unexpected and the opportunity to see how various sporting goods manufacturers of other countries used the facilities of the fair.

Western Europe is becoming an increasingly important market, as 26 per cent of all United Kingdom exports of sports and camping goods, valued at some £2 million, are now sent to this area annually. With the increase generally of the standard of living and the decrease in hours worked, more and more people are turning to sport and recreation to occupy their spare time, so future opportunities for British firms are excellent. Great Britain still occupies a foremost position in the minds of many foreigners as the place where numerous sports and pastimes originated. It is to be hoped that more United Kingdom firms will cash in on this fund of goodwill and show their products at next year's SPOGA.

British Star Performance at Padua's TRAMAG

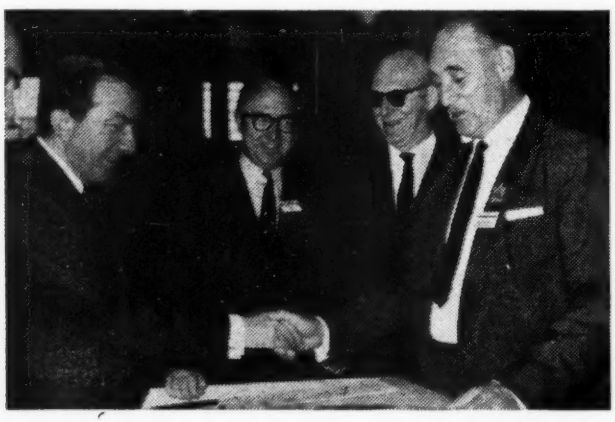
A report from the British Consulate General, Milan

THIS year's 5th TRAMAG was held as usual in the Padua fairground from October 5 to 10. It was larger in size than last year's event with some 250 Italian and foreign exhibitors. Italy's economic development has reached a stage where the need for new factories is felt strongly, and they are in fact being constructed at an impressive rate. These buildings make a good market for new methods and equipment designed to solve internal transport handling and storage problems. Interest was therefore strong this year in the impressive range of Italian and foreign machinery and systems including forklifts, cranes, lifts, hoists and other conveying apparatus, together with container equipment (a new aspect) and installations and systems for stores and warehouses.

One of the most important developments at TRAMAG this year was the large British interest shown in the Fair. The Mechanical Handling Engineers' Association, representing some 60 member firms, opened an information stand for the first time at Padua. An attractive and colourful stand – thought by many to be the most striking at the Fair – showed on large illuminated slides the full extent of the member firms' products. One interesting feature was a direct telex link from the stand to London which enabled inquirers to receive speedy replies to their problems from the Association's member firms in the United Kingdom. Conveyors and transporters were the principal items of interest for the MHEA at TRAMAG. Serious inquiries from Italian firms and government agencies were received on the subject of specially designed and installed factory systems, and these are being followed up by the member firms in the United Kingdom. With custom-built equipment, quick results from the Fair cannot be expected; but the Association were pleased by the degree of interest which was shown. On October 7, the Association received a visit from On. Andreotti, the Italian Minister for Industry and Commerce, who also showed interest in the British display.

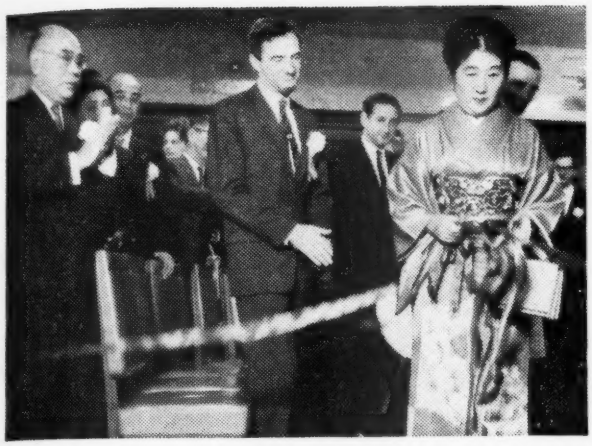
On October 9, the Fair authorities declared a British Day and among the events were the presentation of a film on MHEA's activities and a reception given by the Commercial Counsellor of the British Embassy in Rome.

The main impression given by the British exhibit at this year's TRAMAG was that an encouraging start had been made into securing a British share of a fast developing part of the Italian market.



The Italian Minister for Industry and Commerce, On. Andreotti, signs the visitors' book at the British stand at TRAMAG. In the centre of the picture is Mr. Paterson, the president of the Mechanical Handling Engineers' Association.

General view of MHEA's stand during a party given by the Commercial Counsellor, Rome, to celebrate British Day at the TRAMAG fair.



Her Imperial Highness Princess Chichibu cuts the tape at the opening ceremony of the Nelson exhibition organized by the Board of Trade for the Nihombashi Mitsukoshi department store in Tokyo, which held a major British store promotion from October 10-21. Also at the ceremony were (left to right) Mr. Katsumi Ohno, chairman of the Japan-British Society and former Japanese Ambassador in London; Mr. T. R. Shaw, British Chargé de'Affairs in Toyko, and Mr. Michael Montague, chairman of the British National Export Council's Asia Committee. This opening ceremony marked the beginning of a highly successful trade promotion of British consumer goods in one of Japan's leading department stores.

Visitors to the official British information stand at the International Hydraulic and Pneumatic Machinery Fair, Tokyo, are seen looking at some of the technical literature on display. With Board of Trade help, the stand was organized by the Association of Hydraulic Equipment Manufacturers, the British Compressed Air Society and the British Pump Manufacturers' Association.

Another successful year for British exhibitors at New York National Hardware Show

A report from the British Consulate-General, New York

FOURTEEN determined British manufacturers as a joint venture group, aided by the Board of Trade, recently competed for business against a thousand United States exhibitors at the Annual Hardware Show held at the New York Coliseum. This was the second British composite stand at the show and an even more successful joint venture than the first in 1966.

The National Hardware Show attracts an estimated 50,000 buyers from all over the United States as well as buyers from Canada and several European countries. Under one roof in open plan exhibition was displayed a comprehensive range of products in hardware and housewares, power and hand tools, do-it-yourself items and electrical appliances; in the lawn, garden and outdoor living products division, occupying almost half the exhibition space, was one of the latest and most varied assortments of lawn, garden and light farm equipment, outdoor living and outdoor furniture products ever assembled.

Under the theme of 'Quality from Britain' the British stand combined a display of hardware and household items from nine members of the Hardware Manufacturers Association, and garden furniture and equipment from five members of the Federation of British Horticultural Exporters. Product displays illustrated the emphasis placed in modern Britain on design, and ease, convenience and safety of operation.

All the British exhibitors expressed satisfaction at the number of visitors and several firms taking part for the first time were successful in making contact with distributors; firms to some extent already established in the market reported a very satisfactory extension of their selling activities – one firm, for example, booked more business on the first day of this year's show than was achieved during their regular selling operations throughout the whole of the previous year.

Also to be congratulated are the three other British manufacturers, who participated independently to such good effect. One was selling a manually-operated lawn mower, a unique item at this show, through a domestic outlet: the other two, both locally established subsidiaries, exhibited under their own names with a range of high-quality garden tools and a line of prefabricated metal shelving and furniture components. The success of these firms represents years of careful planning and endeavour in the United States market.

The exhibitors' success underlines the advantages of showing regularly in this most important exhibition catering to a vast $4 billion market. There is scope for a further rationalization of the British effort including a better position for the stand. However, the popularity of the National Hardware Show is such that the organizers have a lengthy waiting list of would-be exhibitors and others seeking additional space or better positions. It is something of an achievement that it has been possible to obtain space in the show for a British stand and that the area was increased substantially in only the second year of participation. Manufacturers that come under the description of hardware in Britain overflow into the group of products in the United States known as housewares and in this context some of the British hardware group are looking into the prospects of gaining a footing in a United States housewares show also.

Hydraulic and Pneumatic Machinery Fair, Tokyo

A report from the British Embassy, Tokyo

THE THIRD International Hydraulic and Pneumatic Machinery Fair, now established as a biennial event, was held at the International Trade Fair Centre at Harumi Pier in Tokyo from October 6 to 12. Exhibits were housed in the main circular pavilion, which has an area of 90,000 square metres. Exhibiting were 93 Japanese firms, 33 American firms, and British manufacturing associations under a joint venture arrangement with the Board of Trade. About 70,000 people visited the fair; trade buyers were not counted separately.

Apart from the British official exhibit, British firms did not participate. Nor, so far as could be seen, were British products exhibited on agency stands. However, several Japanese manufacturers exhibited equipment produced under technological or manufacturing under licence arrangements with British firms (these included Automotive Products, Dowty, Chamberlain Industries and Vickers).

The only foreign competitors were the Americans, who participated on a grand scale, 33 American firms taking space in a United States Government sponsored site of 1,100 square metres. This, by all accounts, was an extremely successful venture.

Under joint venture arrangements with the Board of Trade, the Association of Hydraulic Equipment Manufacturers, the British Compressed Air Society and the British Pump Manufacturers' Association participated in an Information Stand. This was in a very favourable position near the front entrance to the pavilion. No equipment was on display but, under arrangements with Trade & Technical Press Limited, a large amount of technical literature, which included textbooks and handbooks for sale, trade periodicals and give-away material, was on display. The object of the stand was to provide and distribute general technical information on what British equipment was available, to answer inquiries to a limited extent and to forward details of the

(*Continued on next page*)

TOKYO FAIR, *continued*

more serious inquiries to London for further action. The stand was manned by a British trading firm, Dodwell & Company, whose staff performed a difficult task conscientiously and skilfully.

A considerable number of handbooks and textbooks were sold and others were ordered. From the technical literature standpoint, therefore, this operation was fairly successful; looking to the future and from the point of view of potential exports of equipment, the operation would, of course, have been more effective if it had been possible for a British sales engineer thoroughly conversant with the availability of British equipment to be in attendance.

This technical trade fair is an important one for the hydraulic and pneumatic machinery industry in Japan, and it is the right forum for British firms wishing to exhibit in this sector. Its value as a direct means of selling goods is difficult to establish: exhibition in trade fairs, particularly in Japan, should complement other sales promotional activities through trade channels. What can be said is that any British firm interested in establishing itself in this market, through agency, technological or manufacturing under licence agreements, would be well advised to exhibit at this fair.

Attendance up at Dairy Show

THE Royal International Dairy Show's change of opening date to a Saturday seems to have paid off with attendance 2,500 up on last year with a total of 60,710, of which 1,183 were overseas visitors.

HRH Princess Margaret visited the show at Olympia, London, on October 24. It closed on October 25.

The organizers, the Royal Association of British Dairy Farmers, described the show's results as 'very satisfactory'. The show has had a steadily falling attendance in recent years.

Strong British participation at Milan Fluid exhibition

A report from the British Consulate General, Milan

THE FIRST-EVER Italian trade fair for hydraulic equipment and accessories was held in the Milan fairground between October 10 and 15. Its success exceeded the organizers' hopes. 191 firms from all over the world took part this year, but many more had to be turned away because of lack of space. When the next Fair takes place in 1969 the organizers plan to take over a pavilion three times the size, and they are confident that they can fill it.

British and American firms shared the lead among foreign exhibitors. It was the British firms, however, who made the most impact; seven of their 24 exhibitors took part in a joint venture organized by the Board of Trade and the Association of Hydraulic Equipment Manufacturers. One exhibitor of technical publications described the results of the Fair as 'fantastic', and already has plans for publishing his textbooks in Italy. Many other British firms found new contacts, and in some cases agents, amongst the 9,000 Italian buyers and agents who visited the Fair. The British firms' general reaction was that they had taken a useful first look at the Italian market and that they were almost certain to return in greater force for the second fair in 1969.

The growth of the hydraulics industry in Italy is a reflection of the general growth of the Italian economy during the last few years. Now that the recession of 1964/5 has been surmounted, pumps, valves and filters are needed in almost every branch of industry, from road making to precision instruments. British firms can offer specialized equipment which is not yet on sale in Italy, and they have found, too, that they can offer it at competitive prices. Firms showed interest not only in exporting directly from Britain, but in coming to some arrangements with Italian firms for the manufacture under licence of their products.

Typical of the growing interest in hydraulics in Italy – and also of Italy's recognition that they have still not caught up fully in design and standardization with other industrial powers – was the setting up this summer of a new Italian branch of the Fluid Power Society, an informal grouping of technicians to discuss joint problems that already has branches in Britain, the United States and other English-speaking countries. There are thus plenty of opportunities for British exporters to build upon the marketing prospects offered by this year's FLUID. Until recently there have been too many firms (70, including foreign subsidiaries in Italy) chasing too small a market – though the Italian firms, on the whole smaller, have been the first to feel the pinch. With the application of hydraulics to new outlets, especially the machine tool and transport sectors, new import needs are being created which United Kingdom firms are in a strong position to satisfy.

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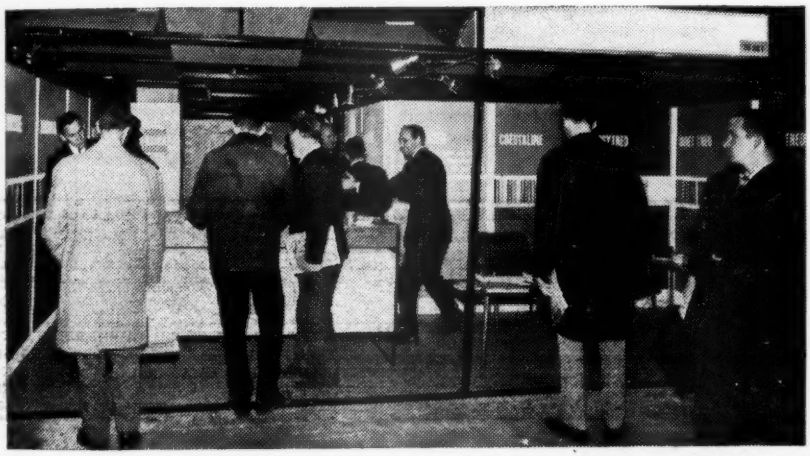
The British stands at FLUID, Milan, attracted plenty of attention from Italian visitors. The general reaction of the British exhibitors was that this had been a useful first look at the Italian market and that they would be almost certain to return there in force for the second fair in 1969.



The range of products and techniques on show on the British stand at the Stockholm Technical Fair aroused considerable interest among visitors, and a number of useful inquiries and orders were made. Fifteen of the 87 *British exhibitors at the fair participated in a joint venture organized by the Building Materials Export Group in collaboration with the Board of Trade.*

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries of consignment.*

This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 *Victoria Avenue, Southend-on-Sea (Tel. Southend (O.*702) 49421, *Ext.* 316 *for Imports and Re-exports, Ext.* 314 *for Exports, telex* 99112 *CUSEX Southend).*

'Promising contacts' at Stockholm Technical Fair

A report from the British Embassy, Stockholm

THE 6th Stockholm Technical Fair was officially opened on October 12 by Mr. S. R. Sohlman, director of the Bofors Company and president of the Federation of Swedish Industries. In his opening address he dealt with the importance of international collaboration, not only in products but in know-how and licences. He went on to give examples of this in atomic and space research and also in such spheres as electronics, telecommunications and transportation.

This year's exhibition was held, as in previous years, at Storängsvägen 18, Stockholm and 20 countries participated with a total of 802 exhibitors; the fair, which is looked upon as being the largest technical trade exhibition in Scandinavia, had a final attendance figure of 64,677, consisting for the most part of buyers and technicians. It was estimated also that about 10,000 students from commercial and advanced technical training establishments were among the visitors.

Of the exhibiting firms 527 were foreign and 275 were Swedish; the largest participant among foreign countries was West Germany with 170 exhibitors, which apart from its own pavilion, devoted largely to precision mechanisms, printing equipment and optical goods, also utilized the stands of the Swedish and German representatives. The United Kingdom followed West Germany with 87 exhibitors of whom 15 formed a joint venture group organized by the Building Materials Export Group in collaboration with the Board of Trade. Other countries included the United States (75), France (60), Switzerland (26), Denmark (21), Japan (18), Holland (14), Italy (11) and Belgium, Finland, Canada, Liechtenstein, Norway, Poland, Czechoslovakia, USSR, Austria and East Germany.

A feature of this year's fair was industrial building, and a conference was held on October 16-17 organized by the Swedish Building Research Board and Swedish Building Service. The main theme of the exhibition was building techniques, materials and machinery. The total area was 560,000 sq. ft., of which 375,000 sq. ft. was under cover. The British stand in the main St. Eriks Hall covered 4,200 sq. ft. and aroused considerable interest among visitors to the exhibition, not only in its originality of design, but also in the range of products and techniques demonstrated. All the British firms on the joint venture stand received a number of useful inquiries and orders and made promising contacts with Swedish industry.

On October 13, Lord Winterbottom, Parliamentary Secretary at the Ministry of Public Building and Works, visited the stand and addressed a gathering of Swedish press correspondents together with all the British representatives. He then toured the stand, spending some time with each exhibitor.

Apart from the interest shown in the British firms exhibiting on the BMEG stand other British firms were in evidence throughout the fair and doing well through their representatives.

Most British participants at the fair, and particularly those on the joint venture stand, felt that it had been worth while and that additional business would result. Next year the organizers plan to hold the fair between October 4-10; the principal theme will then be 'Wood Working Machinery and Ancillary Equipment'.

British Shopping Week in Strasbourg—a spearhead to a new market

THE RECENT British Shopping Week in Strasbourg, principal city of Alsace, has stimulated so much interested in British products that the city's Merchants' Association has decided to send a buying mission to Britain next Spring.

As with Metz last April, the Strasbourg promotion has been a practical expression of the goodwill generated by the major British Week at Lyons in October 1965. It was initiated by the Strasbourg Merchants' Association themselves, with the whole-hearted support of the Municipality and the British Consulate-General, and opened on September 7 by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade. The Board of Trade also supplied display material for shops featuring British goods, and helped to organize some of the supporting events.

Leicester, which has a six-year-old 'twinning' association with Strasbourg, was strongly represented by a civic delegation, headed by the Lord Mayor, Sir Mark Hennig, as well as by three policemen and two police women and a double decker bus. One of the highlights of the Week was a football match in which Strasbourg defeated Leicester by two goals to one.

The Shopping Week has been an undoubted popular success from start to finish, and has aroused an unprecedented degree of spontaneous enthusiasm. The shop-window dressing competition, organized by the British Chamber of Commerce (France) attracted 175 entries. Two 'nocturnes', during which the shops in the central area stayed open (for the first time ever) until 10 p.m., drew big crowds which were warmly welcomed by the shopkeepers.

The Grandes Galeries, in particular, made an enormous effort and their display of British goods was one of the best ever seen in France. The manager of this store reports that traditional lines did well, as was expected, and in addition a number of new lines were tried out which will certainly continue and expand as a result of successes achieved during the Week. These include toys, linen, certain foodstuffs, Mary Quant cosmetics (first time in Strasbourg and, as a result, the main store in Mulhouse is following suit), beer (1,500 bottles were sold during the Week – a big surprise which convinced the manager that there is a good market for British beer even in Alsace), mohair rugs and scarves, etc.

The reaction by the smaller shops has been generally favourable. Clothes for men and women, foodstuffs, toys, household gadgets and whisky have sold well, and prominence given to the more expensive items, such as furniture and carpets, has resulted in an increased interest and number of inquiries. Travel and tourism has also had a considerable boost.

Although it is not possible at this stage to gain an indication of long-term results, it is clear that the Shopping Week has achieved some penetration of a market where British goods were previously little in evidence.

British manufacturers who are not already in this market are invited to write to HM Consul-General, 10 Rue de Castelnau, Strasbourg, France. Manufacturers who already sell to this area may take note that if their Paris agent can be persuaded to take more interest in Eastern France, where pro-British enthusiasm has been aroused in both Metz and Strasbourg, they may well find that this will lead to a significant increase in their sales.

Japan World Exhibition, Osaka, 1970

POWELL & MOYA have been appointed architects for the British Pavilion at the World Exhibition to be held in Osaka, Japan, in 1970.

The appointment, announced on October 20, is made by the Central Office of Information following consultation with the President of the Royal Institute of British Architects. The COI, on behalf of the Foreign Office, will be responsible for the design, construction, equipment and management of the British official pavilion and display at Expo '70, as it has been (acting for the Commonwealth Office) at Expo '67, Montreal.

Notes:

The Japan World Exhibition (March 15 to September 13, 1970) like Expo '67 at Montreal is recognized by the International Exhibitions Bureau. It is being staged at Osaka, Japan's second largest city, 340 miles from Tokyo. It is estimated there will be an attendance of between 30 and 37 million visitors, nearly 1,000,000 from overseas.

Sixteen countries including the United States, USSR, Federal Germany, France, Canada and Australia have already decided to participate.

It was announced on September 18 that the British Government had decided to take part in Expo '70 at an estimated cost of £2,000,000 which will include art and cultural events organized by the British Council.

Philip Powell and Hildago Moya were the architects of Churchill Gardens, the mammoth housing project at Pimlico, London, and also designed the vertical 'Skylon' feature for the Festival of Britain South Bank Exhibition in 1951 and the Chichester Festival Theatre opened in 1962. This year the firm have won two architectural awards presented by the RIBA for their designs for the Cripps Buildings at St. John's College, Cambridge, and the Wexham Park Hospital, Slough. They are currently engaged on the design of the new Museum of London to be erected in the Barbican.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, visiting shops in Strasbourg, suitably decorated with British products during the British Shopping Week. On her right is the British Consul-General, Mr. J. S. A. Selwyn.

13th Annual Prestressed Concrete Institute Convention, Montreal

A report from the British Trade Commission, Montreal

FOR the first time, British firms in co-operation with the Board of Trade and the Concrete Society Ltd., participated in the annual convention and exhibition of the Prestressed Concrete Institute of North America held in Montreal from October 8-12. More than 1,000 delegates and 38 exhibitors broke all previous participation records.

The British section consisted of GKN Somerset Wire Ltd., British Ropes Ltd., Richard Johnson & Nephew (Steel) Ltd., PSC Equipment Ltd., Cable Covers Ltd., Stelmo Limited, Taylor Woodrow Construction Ltd. and the Concrete Society Ltd. The grouping of these organizations in one sector attracted considerable attention from delegates and others attending the convention and resulted in highlighting Britain's position as a leading exporter of concrete prestressing equipment.

Among the British products shown was a scale model of a prestressed concrete spherical pressure vessel being built for a new British nuclear power station which will be the world's most powerful; steel reinforcing strand for prestressing concrete; a new range of bearings for movement in bridge structures and the first wire specifically designed for use in reinforced concrete. Other British products included a new prestressing system in which a number of strands are stressed simultaneously, prestressed concrete stressing beds, moulds and framework, plant for the manufacture of centrifugally spun pipes and poles, industrialized housing equipment and civil engineering and tunnel formwork of all types.

British guests who addressed technical sessions were Mr. I. W. Hannah, Central Electricity Generating Board and Mr. I. Davidson of the UKAEA, whose subject was 'Testing and Development of Prestressed Reactor Vessels'. Mr. R. S. Taylor, Taylor Woodrow Concrete Construction Ltd., spoke on 'Design of Prestressed Concrete Reactor Vessels' followed by Mr. J. D. Hay, of Sir Robert McAlpine and Sons Ltd., whose subject was 'Construction of Prestressed Concrete Reactor Vessels'.

The prospects arising from this group effort seem excellent; there is a great market potential for British concrete prestressing equipment in North America and scope for British design and construction. Many inquiries are being followed up by the British firms who participated and one of the companies formerly unrepresented in Canada is now in the process of appointing agents. There is no doubt that this is a first-class convention and exhibition for British manufacturers of prestressed concrete equipment and it is likely that many of those who exhibited at the 13th annual PCI convention will take advantage of the opportunities offered by the 14th Annual Convention to be held in Seattle. The organizer is the Prestressed Concrete Institute, 205 W. Wacker Drive, Chicago, Illinois, 60606.

British office efficiency on show at Milan

A report from the British Consulate-General, Milan

THIS YEAR'S SMAU, the 4th Office Machinery Exhibition, Milan, held from September 29 to October 7, has continued the history of steady expansion of the Fair, and the organizers have reported with some satisfaction a record number of exhibitors and of space occupied. At the 4th SMAU some 320 firms took part and their stands filled 28,500 sq. metres, compared to 260 and 25,000 respectively last year. This expansion of interest reflects a growing demand for office machinery and equipment in Italy, where mechanization and business efficiency are the keynotes in company development.

The range of exhibits was very impressive and covered the whole scope of office machinery from simple office-boy items to the latest sophisticated and complex electronic equipment and components. Although Italian domestic production, helped by judicious foreign investment, is rising fast to meet the demand (for instance calculating and accounting machines are running at 18 per cent above 1966 production levels) much can only be met by increased imports from abroad. Last year imports were valued at £28 million and it looks as if 1967's figures will amount to about £38 million, which makes the sector one of the most interesting ones in present Italian economic development.

Foreign exhibitors at SMAU are a formidable contingent and come from 14 countries (all but the United States and Japan are from Europe), and competition is keen in the market. The United Kingdom with 20 exhibitors had the third most important foreign group at SMAU (only Italy, United States and Germany were bigger) and this year added to its complement of the larger agent-represented United Kingdom companies and local subsidiaries a joint venture aided by the Board of Trade of six members of the Business Equipment Trade Association. The venture showed some interesting United Kingdom equipment including cheque personalization machines, automatic sorters, colour stencil machinery, continuous form detachers, remote control dictating machines and a new range of office furniture. All the new firms were accommodated in an attractive set of stands which reflected in clear lines the keynote of office efficiency.

Reports from exhibitors, both Italian and foreign, at the 4th SMAU all pointed to worthwhile participation in the Fair. British exhibitors seem to have been satisfied with the number of inquiries (including some from the big Italian banks) and the possibility of definite orders. This is particularly so in the case of firms who had novelties and special equipment to show, as these are undoubtedly of great interest to Italian customers. Italy can meet much of its requirements in standard equipment from its own manufacturers (office furniture and typewriters for instance are items where price considerations make competition from imports difficult), but new techniques and specialities must be imported. For British exporters to the Italian market therefore, SMAU is of considerable interest as it is certainly one of the more serious specialized fairs which are becoming more and more features of the Italian commercial scene. The next SMAU, which takes place from September 27 to October 5, 1968, has already had 5,000 sq. metres of space booked by firms anxious to participate.

On the Evertaut stand at the 4th Office Machinery Exhibition in Milan, Mr. Greenwood, the firm's representative at SMAU, shows Mr. P. S. Stephens, HM Consul-General in Milan, the detachable filling common to the whole of Evertaut's new range of office furniture. With them are Mr. T. Richardson, HM Vice-Consul (Commercial), Milan, and Mr. Simon Holliday of the Central Office of Information.

'Useful opportunities' at Vienna Fashion Week

A report from the British Embassy, Vienna

TWELVE British manufacturers of ladies' fashionwear took part in a joint venture sponsored by the Board of Trade in the Vienna Ladies' Fashion Week, which ran from October 8-13. Seven other British exporters showed independently. In general this offered useful opportunities to extend contacts with buyers, and in many cases good business was done.

The Ladies' Fashion Weeks are held in Vienna twice yearly, usually in April and October. Until recently collections were shown either in manufacturers' or agents' showrooms in the city or in one or other of the larger hotels. Then a year ago the sponsors of the Fashion Weeks (Association of Austrian Clothing Manufacturers) extended their scope to include an exhibition staged in the halls of the Vienna Fair (Messepalast). About 150 exhibitors, including foreign exhibitors, showed their collections in this way during the first Week held in October 1966. The number of exhibitors for the latest Fashion Week in the Messepalast was 220, of whom about 50 were foreign exhibitors, mainly from Britain and West Germany, with a smaller number of Swiss exhibitors and a handful from Sweden, France, Holland and Belgium. 2,700 buyers from both Austria and abroad were reported to have visited the exhibition in the Messepalast.

Because of pressure on space in the main exhibition hall, it was not possible to unite the joint venture stands in a group display. Some principals were able to secure central stands through their agents, but three firms chose to show in one of the city's leading hotels. The independent British exhibitors showed from agents' showrooms or hotel rooms.

Two British exhibitors in the Messepalast were disappointed with results. They thought that sluggish market conditions and sharp competition among suppliers had led to highly selective buying. But on the whole there is no doubt that keen interest was shown by buyers in the attractive collections displayed by the British exhibitors. There was a good volume of serious inquiries and of business booked. This applied to firms both in the Messepalast and in the hotel. Most of the British firms already had agents in Austria; the few who did not were able during the week either to appoint agents or to have useful discussions with potential agents, leaving it until later to make a choice between applicants.

This underlines the growing interest on the part of British manufacturers in regular participation in the Vienna spring and autumn weeks. Most exhibitors said they intended to follow up their success by showing next year.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Spain

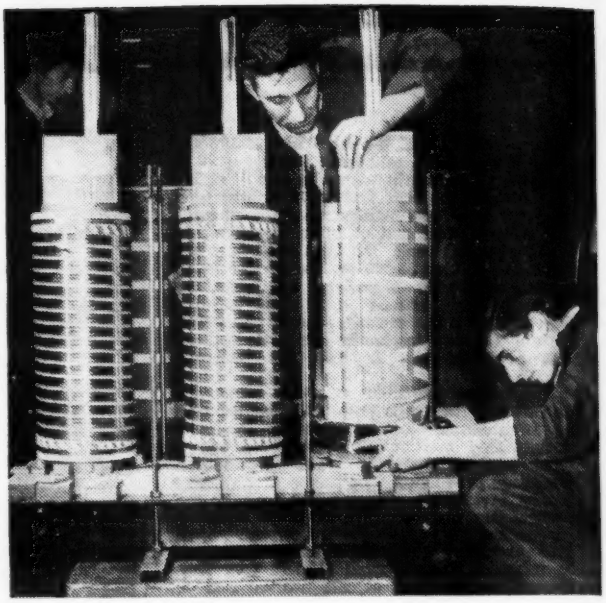
THE TUNISIAN *Journal Officiel* of September 29-October 3, 1967, announced the renewal, for a further year from April 1, 1967, of the trade agreement of 1961 between Tunisia and Spain. Quotas under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420), quoting reference CRE/7850/G.

Hints to businessmen visiting Chile

A revised edition of the booklet on Chile has been published in the 'Hints to Business Men' series.

British businessmen, who intend visiting this country on export business, can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



During the past year GEC (Transformers) Ltd., has been intensifying its export sales drive, and has already achieved appreciable success, particularly in Canada. GEC has been selling transformers to Canada for almost 40 years and orders obtained during the last nine months cover 140 units valued at over £164,000. The picture shows the assembling of a 600 kVA distribution transformer for Canada at the Witton Works of GEC (Transformers) Ltd.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page iv of the supplement of May 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Six-week tour

MR. C. F. JACKSON, sales director of The Electrical Apparatus Company Limited, has just set out on a six weeks tour of the Middle East, Pakistan, India, Singapore, Thailand, Hong Kong, Australia and New Zealand.

Meetings have been arranged with agents and customers with the object of increasing sales of the company's electric motor control gear and instruments.

Export drive stepped-up

SPEARHEADING an export drive for its range of electrode boilers in Scandinavia is Mr. D. J. Hardwick, product manager, Parkinson Cowan International Limited. Mr. Hardwick has left for a 14-day tour which will take in Copenhagen, Stockholm and Helsinki.

The highlight of Mr. Hardwick's tour was an address – arranged by heating specialists Putkiyhtyma Oy – to more than 30 of Finland's leading engineers and architects at the Vaakuna Hotel, Helsinki, on October 25.

Parkinson Cowan Heating Limited, the country's leading manufacturers of electrode boilers (a subsidiary of the Parkinson Cowan Group, annual turnover £12 million) already exports more than 40 per cent of its total production.

Before leaving, Mr. Hardwick said: 'There is a big potential for our boilers in Scandinavia, and we are determined to get a bigger slice of the market.'

Familiarization tour for Massey-Ferguson chief

FOLLOWING his recent appointment as managing director of Massey-Ferguson (Export) Limited, Mr. Peter J. Wright is undertaking a familiarization tour of the company's regional offices in Africa, the Middle East, the Far East, South America and Central America.

Mr. Wright, who became head of the world-wide farm machinery manufacturer's export operations in July, said that his tour was designed 'to get the feeling of what is happening as quickly as possible'.

In helping farmers reach the target of trebled world food supplies by the end of the century, the farm machinery industry had a major task to provide the necessary machinery and technical know-how, Mr. Wright said.

'What we have to do is to find the means of getting the right types of equipment to the countries that need it, and ensure that the way we find is the most economical and acceptable for those countries, and on this tour I want to get an idea how we, as a world-wide manufacturer of farm equipment, can best make this contribution.'

Following the showing of the K Shoes Spring 1968 collection, an outstanding success of just-completed London Shoe Week, Mr. J. D. Younie (left), chairman of K Shoes, and Mr. Spencer Crookenden, their marketing director, left for the current Shoe Fair in Chicago. Shown here embarking at Heathrow Airport, Mr. Younie and Mr. Crookenden will be joined in Chicago by Mr. John Dow, K Shoes' export manager. They will be exhibiting a selection from the K Shoes range for men at Chicago's Palmer House Hotel. From Chicago, Mr. Younie, Mr. Crookenden and Mr. Dow attended British Week in Toronto where K Shoes are one of the leading British brands. From Canada they returned to the United States where they expected to make a swing through major American cities to help maintain K Shoes' expanding export figures.

Overseas trip

MR. C. M. HUMFREY, export manager, Cochran & Co., Annan, Limited, is on a 26-day export tour to South East Europe and the Near East. He spent six days in Genoa before going on to Venice and Trieste, staying over for two days at each place. He left for Yugoslavia on October 26.

After six days in Yugoslavia, he will complete his tour with four days in Cyprus and four days in Athens.

During his trip, Mr. Humfrey will visit shipyards with Cochran's local agents to assess the market potential for the company's new Composite boiler which has already proved extremely popular in the export market. He will also be showing a film depicting the manufacture of the famous Cochran Chieftain to selected audiences of heating engineers.

World trip for export team

A TOUR of 19 countries, covering over 60,000 miles and lasting for seven weeks is being undertaken by Mr. F. W. Hartley, Block & Anderson's export director, and Mr. Roger Liewellyn, export sales manager.

After Japan, one of the first stops for Mr. Hartley will be the Board of Trade sponsored BETA stand at the Internation Trade Fair, Sydney, where he will promote export sales for Block & Anderson and explore possibilities for other members of the Business Equipment Trade Association.

Whilst in Australia, they will be introducing the new range of Banda 100 Junior spirit duplicators which were launched this year at the Business Efficiency Exhibition. These spirit duplicators are likely to form a major part of the future Block & Anderson export markets.

Exports have always played a large part in Block & Anderson's sales activities. Over 65 per cent of all Banda spirit duplicators produced in Britain are exported to over 104 countries. As part of the aggresive sales drive abroad, Mr. Hartley makes a trip such as this world tour at least every three years.

Fourth overseas trip

OFF on his fourth tour of the United States and Canada this year is Mr. George A. Black, general sales director of the Martin-Black Group. Mr. Black is seeking further orders for the firm's Coatbridge (Lanarkshire) plant, where new, more efficient wire mill and ropery machinery has increased output potential recently.

While in Canada, Mr. Black will attend the opening in Toronto of the company's new office and depot, enlarged to cope with increased business since the start of production of Martin-Black wire ropes in Canada last year.

Export chief flies to South America

A MAJOR assault on South American markets is being mounted this month by Dale Electric of Great Britain Ltd., the Filey firm of generating equipment manufacturers.

On October 12, their overseas sales manager – Mr. Kenneth Milner – arrived in Jamaica on the start of a 10-country sales tour.

He will also be visiting Venezuela, Columbia, Costa Rica, Nicaragua, Honduras, El Salvador, Guatamala and Mexico. Dale already have agents in the majority of these countries.

Before leaving, Mr. Milner said: 'The South American markets are neglected by British manufacturers: probably because of their nearness to the United States.

'Our evidence shows that we can out-tender the Americans in these markets.'

Dale export 70 per cent of their output. As a result of a similar round trip on African markets last year, Dale gained many new orders and revitalized their marketing and distributive system in Africa.

East European sales drive

Q.V.F. LTD., chemical engineers in glass, of Fenton, Stoke-on-Trent, are embarking upon a sales drive for their chemical plant and glass pipeline in Russia and East Europe.

Mr. D. H. Linney, of the firm's export department, has left for a tour of Rumania and the USSR. Mr. Linney, who speaks five languages, including fluent Russian, was in the Soviet Union earlier this year on the same mission and, soon after his return, QVF received a substantial order for chemical plant for delivery to the USSR. On this occasion, Mr. Linney will first spend one week in Bucharest and will later travel to Moscow, at the invitation of Techmashimport, the Russian foreign-buying organization.

Also last month Mr. E. Kaes, of the firm's export department, toured Finland, Norway, Denmark, and Sweden. His principal task will be to promote sales of another Stoke-on-Trent product – glass drainlines for laboratories and hospitals. His visit has been preceded by an advertising campaign.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

$350,000 Canadian order for Wolverhampton firm

Hydraulics & Pneumatics Limited (Marine Division), Fordhouses, Wolverhampton, a subsidiary of Turner Manufacturing Co. Ltd., have secured an export order from Canada, value in excess of $350,000, for their hydraulic cargo valve control systems and instrumentation.

The equipment will be installed in two vessels for the Royal Canadian Navy, to be built by Saint John Shipbuilding & Dry Dock Co. Ltd., New Brunswick.

The vessels are fleet operational support ships carrying oil, fuel, ammunition and stores for the fleet and its aircraft, and will be built to the standards of Lloyd's Register of Naval Vessels.

Altimeter exported to Canada

The Canadian CF-5 strike fighters which are to form the basis of the Canadian Mobile Command's close air support force are to be fitted with a servo/pneumatic altimeter produced by Elliott-Automation. It is the first instrument of its type to be produced in quantity in Britain. The initial order, worth over £100,000, was placed on behalf of the Canadian Government by Aviation Electric Limited of Montreal, who will provide maintenance support for the instruments in service.

The new altimeter combines servo operation from a central air data computer with internal barometric capsules providing built-in stand-by operation. In Britain, the altimeter is in production for the HS.801 Nimrod maritime aircraft, together with the Elliott monitored air data computer and other flight instruments.

Record export orders

Easton & Johnson Ltd., papermill engineers of Taunton, Somerset, report a record month of export business. During July they obtained contracts from overseas for their paper conditioning and auxiliary machinery, including pumps, to the value of £65,000. This brings their 1967 export orders to date this year to some £150,000.

Always very export minded, Easton & Johnson hope to exceed this year their 1966 total of export business – which was as high as 61 per cent – to Africa and Europe. Now they have, with their latest orders, broken into the highly competitive Japanese market. As one of the leading manufacturers in the very specialized field of paper conditioning equipment, Easton & Johnson feel confident that 1967 will prove a record year for both export and home orders.

English organs exported to 11 countries

Hammond Organ (U.K.) Ltd. is now exporting British-made organs to 11 countries, it was announced recently by the directors of the company. 'The market for Hammonds is now the entire world,' said Mr. J. Gibbs, managing director, prior to leaving on a trip to South Africa. 'In many countries, such as Russia, the electronic organ is a completely new concept in entertainment.

Mr. J. L. Knott, Acting High Commissioner for Australia (right) with Mr. B. Hughes, manager (Large Transformers) AEI Power Transformer Sales Department on a recent visit to the AEI transformer factory at Wythenshawe, Manchester. The transformer core in the background is for a 600MVA 22/432 kV generator transformer for the CEGB and is one of the largest of its kind to be made in the United Kingdom.

'In less than 18 months we have mounted an export drive which has exceeded every prediction.'

Hammond's export drive began last summer, during the month-long British Trade Fair in Moscow. 'We had discovered that the Hammond electric organ has no Russian counterpart,' said Mr. Gibbs. 'The Russians are great lovers of music, so we determined to promote the use of the electric organ in the USSR.'

In addition to the trade fair sales, Hammond has been pursuing an active programme of direct dealer selling overseas. 'We are now exporting instruments to Switzerland, Belgium, Italy, France, Sweden, Norway and Southern Ireland,' said Mr. Gibbs. 'All of these countries offer a good market for British organs providing they are of sufficiently high quality and workmanship, and backed up by an integrated sales and servicing programme.'

£35,0000 export order to Poland

Metal Export, the engineering import and export trade organization for Poland, has ordered machine tools valued in excess of £35,000 from the Export Division of Charles Churchill Ltd., a TI company.

Won in the face of competition from European machine tool makers, the orders call for two RH8 Rigidhobbers, a Model GH12 gear honer and a PH1612 universal hobbing machine fitted with a taper and crown hobbing attachment.

Deliveries will commence in approximately five months' time with completion of the orders by the middle of 1968.

Commenting on these orders Mr. Ralph Gabriel, chairman and managing director of Charles Churchill Ltd., stated 'Our marketing methods directed at Eastern Europe are producing results. The orders cover an increasing spread of applications for our machine tools in Poland and show what can be achieved in a difficult market by using the right technique.'

More diesel mining locomotives for Ghana

The Hunslet Engine Company Limited – one of the Hunslet Group of Companies – has received a repeat order from the State Gold Mining Corporation, Accra, Ghana, for a further 30 'Tiny Tim' class diesel mining locomotives.

This customer already operates a fleet of 36 locomotives of this class all of which were supplied in the 1950's.

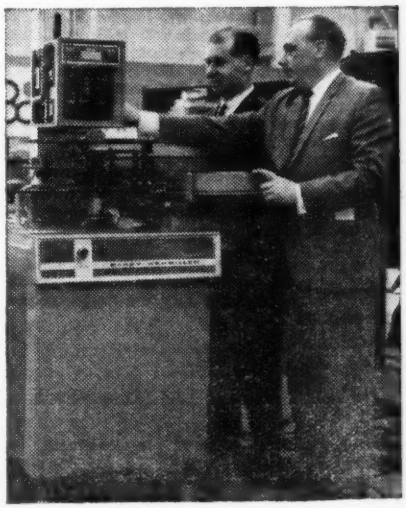
The 'Tiny Tim' locomotive is claimed to be the world's smallest practical diesel locomotive for mines. It is only 3ft. 8in. high, 3ft. wide and 5ft. long over buffer beams. The locomotive is powered by the latest type of Enfield Twin-Cylinder Diesel developing 15hp at 1,800 rpm being air-cooled for operation over long periods under extremes of temperature. The very robust transmission is through a 'Hunslet' friction clutch to a forward and reverse constant mesh gearbox. Weighing 2¼ tons in working order, the 'Tiny Tim' has a maximum speed of 4½ mph and can handle loads of nearly 60 tons on level track.

Delivery of these 1ft. 6in. gauge diesel locomotives will commence towards the end of 1967 and all the locomotives are scheduled for completion by spring 1968.

Improved Russian market for British glass

Russia figures for the first time among the 'top ten' best export markets for British chemical glassware by Q.V.F. Limited, chemical engineers in glass, Stoke-on-Trent.

Mr. P. P. Jaram, managing director, said that Russia was now the fifth best market for the firm's glassware, according to the export figures for the first half of this year. 'The United States has become another most important market,' said Mr. Jaram. 'Sales so far this year are 23 per cent higher than those for the corresponding period of last year.' Q.V.F. export more than 50 per cent of their output of chemical glassware and pipeline.



With exports of its bottle handling equipment averaging 70 per cent of production, the Barry-Wehmiller Co. Ltd. – an associate company of Stone-Platt Industries Ltd. – is having considerable success with its electronic bottle inspector, and has just completed delivery of the 275th machine. Designed to inspect the bases of empty bottles for foreign matter at the rate of 550 bottles a minute, the machines are manufactured at Dobson & Barlow Ltd., the major Stone-Platt unit in Bolton. Seen here examining a production line of bottle inspectors are, right to left, Mr. H. W. Brown, managing director of Barry-Wehmiller Co. Ltd. and his general manager Mr. F. Daniels.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(212/67) Transmitter-Receivers and Electronic Teleprinters for Algerian Ministry of the Interior. Closing date postponed to November 25. E.S.B. 37507/67.

(212/67) Camouflage Equipment for Ministry of Defence. (Further Information.) Tender documents now available. E.S.B. 37859/67.*

ARGENTINA

(213/67) Construction of Bridge for Direccion Nacional de Vialidad. (Advance Information.) E.S.B. 38445/67.

AUSTRALIA

(212/67) Structural Testing System for Commonwealth Scientific Industrial Research Organization. (Further Information.) Tender documents now available. E.S.B. 31851/67.*

(213/67) Boiler Feed Pumping Sets for Mitsui & Co. (Australia) Ltd. (Further Information.) Closing date postponed to November 20. E.S.B. 35285/67.*

Northern Electric Authority of Queensland:

(213/67) Construction of Cooling Towers. November 29. E.S.B. 38810/67.

(213/67) Transformers. (Further Information.) E.S.B. 38037/67.*

(213/67) Postmarking Machines for Postmaster-General's Department. November 30. E.S.B. 38832/67.

Queensland Railways:

(211/67) Railway Bogies. November 15. E.S.B. 38118/67.

(211/67) Railway Wagons. December 5. E.S.B. 38119/67.

(213/67) Dump Trucks for State Electricity Commission. November 27. E.S.B. 38824/67.

(213/67) Reflux Valves for State Electricity Commission of Western Australia. December 14. E.S.B. 38469/67.

BARBADOS

(213/67) Contractor's Plant and Equipment for Waterworks Department. (Further Information.) E.S.B. 18590/67.*

BRAZIL

(211/67) Telecommunications Equipment for Telecommunications Company of Para. (Further Information.) Tender documents now available. E.S.B. 37857/67.*

BURMA

(212/67) Aretan for Agricultural and Rural Development Corporation. November 30. E.S.B. 38194/67.*

Myanma Export Import Corporation:

(212/67) Workshop Equipment. November 25. E.S.B. 38404/67.*

(212/67) Grey Cotton Yarn. November 20. E.S.B. 38448/67.

(212/67) Carbon Spring Bars. December 7. E.S.B. 38440/67.

(212/67) A.C. Converters. November 25. E.S.B. 38405/67.*

(212/67) Tractor and Trailer. November 25. E.S.B. 38407/67.*

(212/67) Filler Pumps. November 25. E.S.B. 38406/67.*

(212/67) Chemicals. November 30. E.S.B. 38195/67.*

(212/67) Fertilizers. November 30. E.S.B. 38196/67.*

(212/67) Aggregate Washing Plants. November 25. E.S.B. 38401/67.*

(212/67) Milling Machines. November 25. E.S.B. 38402/67.*

(212/67) Hand Toolsets; Hydraulic Tester. November 25. E.S.B. 38403/67.*

(213/67) Cotton Sheeting. November 20. E.S.B. 38820/67.

People's Oil Industry:

(211/67) Calcium Carbide. December 15. E.S.B. 38125/67.*

(211/67) Radio Equipment. November 27. E.S.B. 38169/67.*

(211/67) Electrical Testing Equipment. November 27. E.S.B. 38170/67.*

(211/67) Wire. December 15. E.S.B. 38123/67.*

(211/67) Zinc Chloride. December 15. E.S.B. 38124/67.

(211/67) Trucks. November 25. E.S.B. 38173/67.*

(211/67) Trucks. November 25. E.S.B. 38174/67.*

(211/67) Telephone Equipment. November 27. E.S.B. 38168/67.*

(211/67) Salammoniai Powder. December 15. E.S.B. 38171/67.*

(211/67) Tin Plates. December 15. E.S.B. 38172/67.*

(212/67) Marine Survey Equipment. November 30. E.S.B. 38182/67.*

(212/67) Surveying Instruments. November 30. E.S.B. 38409/67.*

(212/67) Laboratory Equipment. November 30. E.S.B. 38410/67.*

(212/67) Trucks. November 28. E.S.B. 38413/67.*

(212/67) Oil Field Trucks. November 30. E.S.B. 38414/67.*

(212/67) Marine Seismic Survey Equipment. November 30. E.S.B. 38415/67.*

(212/67) Copper Bars and Sheets. December 15. E.S.B. 38408/67.*

Public Works Corporation:

(212/67) Electrical Materials. December 12. E.S.B. 38446/67.*

(212/67) Nuts, Bolts and Washers. November 20. E.S.B. 38420/67.*

(212/67) Steel. November 30. E.S.B. 38421/67.*

Union of Burma Railway Board:

(212/67) Glass and Mirrors. January 22, 1968. E.S.B. 38200/67.*

(212/67) Railway Hardware. January 8, 1968. E.S.B. 38178/67.*

(212/67) Rolling Stock Parts. January 15, 1968. E.S.B. 38197/67.*

(212/67) Rolling Stock Spares. January 22, 1968. E.S.B. 38199/67.*

(212/67) Locomotive Parts. January 18, 1968. E.S.B. 38198/67.*

(212/67) Bolts and Nuts; Pins; Washers. November 30. E.S.B. 38423/67.*

(212/67) Belting and Hose. November 30. E.S.B. 38422/67.*

(212/67) Steel. December 4. E.S.B. 38438/67.*

(212/67) Welding Material. December 7. E.S.B. 38439/67.*

(212/67) Steel. December 7. E.S.B. 38441/67.*

(212/67) Steel Wire. December 11. E.S.B. 38442/67.*

(212/67) Electrical Components. November 27. E.S.B. 38443/67.*

(212/67) Paint. December 18. E.S.B. 38448/67.*

(211/67) Communication Apparatus. January 18, 1968. E.S.B. 38145/67.*

(211/67) Transoms; Axle Guards. January 11, 1968. E.S.B. 38146/67.*

(211/67) Expanded Metal. December 14. E.S.B. 38163/67.*

(211/67) Hook and Link Coupling. January 8, 1968. E.S.B. 38177/67.*

(211/67) Railway Vacuum Brake Parts. January 15, 1968. E.S.B. 38160/67.*

(211/67) Wash Basins and Cocks. January 11, 1968. E.S.B. 38161/67.*

(211/67) Rolling Stock Parts. January 22, 1968. E.S.B. 38120/67.*

(211/67) Aluminium Roofing Materials. January 18, 1968. E.S.B. 38122/67.*

(213/67) Steel. December 14. E.S.B. 38191/67.*

(213/67) Telecommunications Accessories. November 27. E.S.B. 38444/67.*

(213/67) Railway Wheels and Axles. January 15, 1968. E.S.B. 38179/67.*

(213/67) Cable. December 14. E.S.B. 38192/67.*

CEYLON

Ministry of Local Government:

(211/67) Construction of Water Supply. December 12. E.S.B. 38175/67.

(213/67) Construction of Water Supply. (Further Information.) Tender documents now available. E.S.B. 38175/67.*

CHILE

(211/67) Water Pipes for Empresa de Agua Potable de Santiago. November 17. E.S.B. 38121/67.*

(213/67) Steel Cables for Empresa Portuaria de Chile. November 16. E.S.B. 38453/67.*

(211/67) Lorry Chassis for Ministerio de Obras Publicas. Not stated. E.S.B. 38149/67.*

COLOMBIA

(209/67) Pressure Piping for Empresa de Aceuducto y Alcantarillado de Bogota. (Further Information.) Closing date postponed to November 30. E.S.B. 31994/67.

COSTA RICA

(213/67) Hospital Equipment for Department de Aprovisionamiento de la Caja Costarricense. November 17. E.S.B. 38450/67.*

(212/67) Intensive Care Monitoring Units for Departamento de Proveeduria. (Further Information.) Postponed to November 24. E.S.B. 37639/67.*

(209/67) Detonators for Instituto Costarricense de Electricidad. November 15. E.S.B. 38029/67.*

FORMOSA

Central Trust of China:

(210/67) Pneumatic Rivet Busters. November 20. E.S.B. 38078/67.*

(210/67) Air Compressor. November 20. E.S.B. 38074/67.*

(210/67) Tank Fittings. November 21. E.S.B. 38075/67.*

(210/67) Electrical Equipment. November 20. E.S.B. 38076/67.*

(210/67) Generating Sets. November 20. E.S.B. 38077/67.*

(210/67) Front-End Loader. November 17. E.S.B. 38079/67.*

(210/67) Leak Detector. November 21. E.S.B. 38081/67.*

(210/67) Valves. November 21. E.S.B. 38095/67.*

(212/67) Filter Aid. November 24. E.S.B. 38491/67.*

(212/67) Circuit Breaker; Disconnecting Switch. November 24. E.S.B. 38493/67.*

(212/67) Hoist. November 27. E.S.B. 38479/67.*

(212/67) Automatic Liquid Filler. November 28. E.S.B. 38480/67.*

(212/67) Towing Tractor. November 23. E.S.B. 38482/67.*

(212/67) Air Powered Unit; Hose. November 17. E.S.B. 38483/67.*

(212/67) Load Tester. November 17. E.S.B. 38484/67.*

(212/67) Agricultural Chemical. November 24. E.S.B. 38485/67.*

(213/67) Stainless Steel. November 24. E.S.B. 38482/67.*

(213/67) Drilling Equipment. November 24. E.S.B. 38478/67.*

(213/67) Trucks. November 22. E.S.B. 38477/67.*

(213/67) Telephone Distributing Frame Equipment. November 24. E.S.B. 38486/67.*

(213/67) Steel Silos and Conveying Equipment. December 8. E.S.B. 38812/67.*

(213/67) Pressure Gauges. November 22. E.S.B. 38814/67.*

(213/67) Bench Lathe. November 24. E.S.B. 38815/67.*

(213/67) Stainless Steel Tubing and Fittings. November 22. E.S.B. 38816/67.*

GREECE

(210/67) Track Laying Machines for Hellenic State Railways. November 21. E.S.B. 38087/67.*

Ministry of Commerce:

(210/67) Workshop Equipment. November 17. E.S.B. 38101/67.*

(210/67) Motor Vehicles (Further Information.) Closing date postponed to November 22. E.S.B. 21622/66.*

(210/67) Laboratory Equipment. November 27. E.S.B. 31047/67.*

(213/67) Measuring Instruments; Air Conditioning Plant. (Further Information.) November 20. E.S.B. 13050/67.*

(213/67) Fork Lift Trucks. November 17. E.S.B. 38818/67.*

Ministry of Trade:

(210/67) Lathes. Date postponed to November 29. E.S.B. 15190/65.

(210/67) Rails; Rotating Cylinders. November 24. E.S.B. 38092/67.*

(211/67) Hospital Equipment. November 24. E.S.B. 38103/67.*

Public Power Corporation:

(210/67) Cables. November 21. E.S.B. 38104/67.

(210/67) Measuring Instruments. November 27. E.S.B. 38105/67.

(*Continued on page* 1131)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10*s.*

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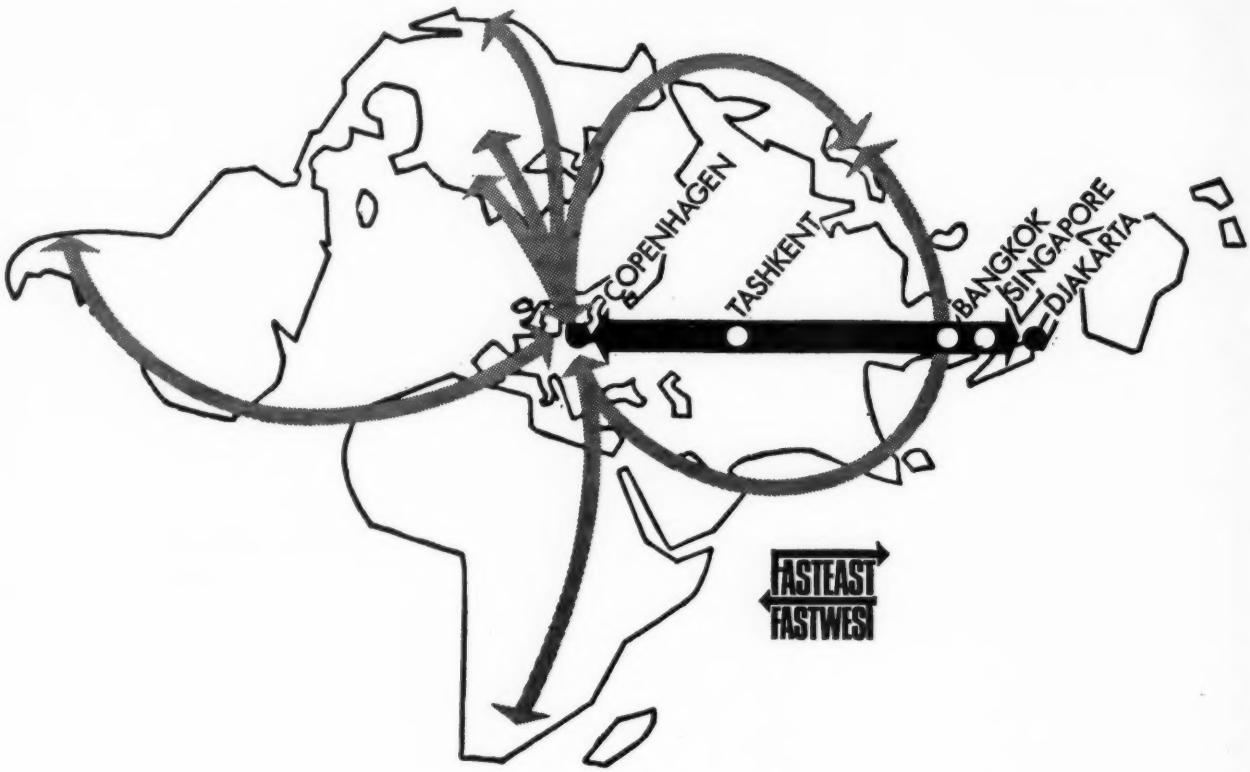

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10.25	d	MANCHESTER†	a	22.25
11.40	d	LONDON†	a	20.15
15.00	d	COPENHAGEN	a	17.00
Sunday				
01.20	a	TASHKENT	d	16.15
02.20	d		a	15.15
09.10	a	BANGKOK	d	10.00
10.00	d		a	09.15
14.30	a	HONG KONG†	d	07.00
16.30	a	TAIPEI†	d	13.45§
12.35	a	SINGAPORE	d	07.45
13.15	d		a	07.05
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(210/67) Testing Apparatus. November 24. **E.S.B.** 38106/67.
(210/67) Analogue Computer. December 8. E.S.B. 38107/67.

HONG KONG

(213/67) Valves for Tender Board. November 24. E.S.B. 38487/67.*

INDIA

(210/67) Civil Engineering Works for The Andhra Pradesh State Bengal Board. (Further Information.) E.S.B. 36382/67.
(214/67) Construction of Transmission Line for Assam State Electricity Board. November 24. E.S.B. 38858/67.
Bharat Heavy Electricals Ltd.:
(210/67) Dynamic Balancing Equipment. November 23. E.S.B. 38098/67.
(210/67) Transformer; Inductor. November 23. E.S.B. 38099/67.
(210/67) Tube Expanding Apparatus. November 23. E.S.B. 38075/67.
(213/67) Cold Chamber for Director General of Supplies and Disposals. (Further Information.) E.S.B. 37395/67.*
Hindustan Aeronautics Ltd.:
(211/67) Vacuum Cleaners. (Further Information.) Tender documents now available. E.S.B. 34089/67.*
(211/67) Weighing Equipment. (Further Information.) E.S.B. 34086/67.*
(211/67) Surface Plates. (Further Information.) E.S.B. 34087/67.*
(211/67) Filter Unit. (Further Information.) E.S.B. 34077/67.*
(211/67) Deburring Drum. (Further Information.) E.S.B. 34084/67.*
(211/67) Excel Forming Machine. (Further Information.) E.S.B. 34082/67.*
(211/67) Hydraulic Press. (Further Information.) E.S.B. 34085/67.*
(211/67) Drilling Machines. November 16. E.S.B. 37805/67.*
(210/67) Potential Transformers for Madras State Electricity Board. December 13. E.S.B. 38100/67.*
(211/67) Grid System Equipment for the M.P. Electricity Board. (Further Information.) E.S.B. 37235/67.*
(210/67) Electrical Equipment for Orisa State Electricity Board. November 15. E.S.B. 38071/67.
U.P. State Electricity Board:
(212/67) Power Line Equipment. November 24. E.S.B. 38468/67.
(213/67) Transmission Line Equipment. November 24. E.S.B. 38469/67.
West Bengal State Electricity Board:
(210/67) Conductor. (Further Information.) E.S.B. 35299/67.*
(214/67) Demineralizing Plant. (Further Information.) Tender documents now available. E.S.B. 37081/67.*

IRAN

(209/67) Steel Balls; Cylpebs for Central Companies Organisation (Further Information.) Tender documents now available. E.S.B. 36516/67.*
The Iranian State Railways:
(211/67) Transceivers. November 27. E.S.B. 38128/67.*
(211/67) Drills. December 11. E.S.B. 38158/67.*
(212/67) Cigarette Carton Machine for The Iranian Tobacco Monopoly. December 18. E.S.B. 38159/67.*

IRAQ

(214/67) Steel Brass for Administration of Distribution of Oil Products. November 21. E.S.B. 38900/67.
(211/67) Construction of Gas Pipeline for Gas Distribution Administration. January 28, 1968. E.S.B. 38167/67.
(212/67) Date Syrup Plant for Karbala Date Products Company. January 15, 1968. E.S.B. 38801/67.
(211/67) Construction of Bridge for Ministry of Communications. January 20, 1968. E.S.B. 38166/67.
Ministry of Defence, Baghdad:
(213/67) Electrical Materials. December 5. E.S.B. 38495/67.
(213/67) Hydraulic Materials. December 5. E.S.B. 38496/67.
(213/67) Architectural Materials. December 5. E.S.B. 38497/67.
(213/67) Can Making Factory. December 30. E.S.B. 38499/67.
Ministry of Industry:
(211/67) Transmission and Distribution System. (Further Information.) E.S.B. 37077/67.*
(211/67) Extension of Sugar Factory. January 23, 1968. E.S.B. 38165/67.
(212/67) Drum Making Plant for Ministry of Oil. December 30. E.S.B. 38500/67.

IRISH REPUBLIC

(211/67) Sewerage Scheme for Dublin County Council. December 21. E.S.B. 38137/67.
(212/67) Refuse Collection Vehicle for Enniscorthy Urban District Council. November 16. E.S.B. 38807/67.

JORDAN

(213/67) Incubators, Laying Nests and Waterers for Central Tenders Board. November 15. E.S.B. 38825/67.*
(214/67) Thermometers for Jordan Petroleum Refinery Co. Ltd. November 21. E.S.B. 38854/67.

KOREA

(210/67) Cartoning Machine; Offset Press; X-ray Apparatus for Office of Supply. November 17. E.S.B. 38097/67.*

KUWAIT

Ministry of Electricity & Water:
(210/67) Construction of Water Pipe-line (Pre-qualification.) May 1, 1968. E.S.B. 38095/67.*
(210/67) Construction of Gas Pipe-Line (Pre-qualification.) May 1, 1968. E.S.B. 38096/67.*
(211/67) Paints, Thinners and Varnish. November 19. E.S.B. 38132/67.*
(211/67) Chemicals. November 15. E.S.B. 38133/67.*
(211/67) Metal Working Machinery; Machine Tools. November 26. E.S.B. 38131/67.*

LEBANON

Director of Civil Aviation:
(214/67) Conveyor Belt System. November 28. E.S.B. 38892/67.*
(214/67) Voltage Regulators. November 28. E.S.B. 38895/67.*

MALAGASY REPUBLIC

(213/67) Tractor for M. le Depute Maire de la Commune Urbaine Ihosy. November 18. E.S.B. 38822/67.*
(213/67) Construction of Railway Station Buildings for Reseau National des Chemins de fer Malagasy. December 2. E.S.B. 38823/67.*

MALTA

The Treasury:
(209/67) Radio Telephone. November 30. E.S.B. 38560/67.*
(209/67) Slipway Winches. November 30. E.S.B. 38606/67.*
(213/67) Printing Machine. November 30. E.S.B. 38811/67.

MOROCCO

(213/67) Water Supply Scheme for Regie des Exploitations Industrielles. December 16. E.S.B. 38465/67.

NETHERLANDS

Directorate of Waterways:
(213/67) Construction of Roads. November 22. E.S.B. 38477/67.
(213/67) Construction of Road. November 22. E.S.B. 38478/67.
(213/67) Construction of Sea Defence. November 17. E.S.B. 38495/67.
(213/67) Construction of Road. November 17. E.S.B. 38494/67.

NEW ZEALAND

(212/67) Remote Control Equipment for Christchurch City Council. (Further Information.) Tender documents now available. E.S.B. 38040/67.*
(213/67) High Test Line Pipe for Ministry of Works. November 21. E.S.B. 38471/67.*

NORWAY

(213/67) Construction of Underground Radio Relay Station (NATO) for Forsvarets Bygningstjeneste. November 15. G.D. 2491/67.

PAKISTAN

The Directorate of Supply:
(213/67) X-ray Film. (Further Information.) Tender documents now available. E.S.B. 38478/67.*
(214/67) Electrical Equipment. November 20. E.S.B. 38855/67.*
(213/67) Pile Driving Equipment for East Pakistan W.A.P.D.A. Motijheel. November 15. E.S.B. 38475/67.*
(213/67) Railway Wagon Parts for West Pakistan Railway Board (Further Information.) Tender documents now available. E.S.B. 36984/67.*

PHILIPPINES, REPUBLIC OF

(214/67) Asbestos Cement Pipes and Fittings for National Waterworks and Sewerage Authority. November 17. E.S.B. 38853/67.*

SAUDI ARABIA

(214/67) Cable for Arabian Oil Co. Ltd. December 6. E.S.B. 38827/67.
(212/67) Telephone Equipment for Ministry of Communications. December 4. E.S.B. 38430/67.

SINGAPORE, REPUBLIC OF

Ministry of Health:
(213/67) Pharmaceuticals. November 20. E.S.B. 38459/67.*
(213/67) Medals. November 20. E.S.B. 38457/67.*
(213/67) Water Meters for Public Utilities Board. December 5. E.S.B. 38454/67.*
Singapore Polytechnic:
(213/67) Test Equipment. November 20. E.S.B. 38439/67.*
(213/67) Rubber and Plastics Equipment. November 20. E.S.B. 38458/67.*

SOUTH AFRICA

South African Railways:
(211/67) Copper Wire. November 15. E.S.B. 38136/67.
(211/67) Plugs and Bearings. November 17. E.S.B. 38137/67.
(211/67) Coupling Heads and Hose Clamps. November 15. E.S.B. 38154/67.
State Tender Board:
(211/67) Magnetometers. November 23. E.S.B. 38139/67.*
(211/67) Annunciator Panel. November 22. E.S.B. 38141/67.*
(211/67) Voltage Stabilizers. November 23. E.S.B. 38140/67.*

SUDAN

(213/67) Nuts, Bolts, Screws and Washers for Ministry of Works. November 16. E.S.B. 38850/67.*

SYRIAN ARAB REPUBLIC

(213/67) Contractors' Plant for Public Administration of Execution of Industrial Projects. November 20. E.S.B. 38851/67.

THAILAND

(210/67) Electroplating Equipment for International Labour Office, Geneva. November 17. E.S.B. 38096/67.*
(209/67) Transformer for the Provincial Electricity Authority. November 3. E.S.B. 38057/67.
(214/67) Electrical Equipment; Tools for Royal Irrigation Department. (Further Information.) November 22. E.S.B. 32980/67.*
(214/67) Locomotives for State Railways of Thailand. December 15. E.S.B. 38855/67.*

TRINIDAD AND TOBAGO

Electricity Commission:
(212/67) Transformers. November 27. E.S.B. 38435/67.*
(212/67) Conductor. November 27. E.S.B. 38436/67.*
(212/67) Conductor. November 27. E.S.B. 38437/67.*

TURKEY

DSI Genel Mudurlugu:
(211/67) Rock Drills. November 22. E.S.B. 38190/67.
(211/67) Lightning Arrestors. November 20. E.S.B. 38189/67.*
(211/67) Laboratory Equipment. November 22. E.S.B. 38189/67.*
(211/67) Laboratory Equipment. November 20. E.S.B. 38188/67.*
(211/67) Hose Cutting Equipment. November 20. E.S.B. 38187/67.*
(213/67) Generator Set for Middle East Technical University. December 1. E.S.B. 38185/67.*
(214/67) Pile Drivers for State Railways Administration. November 17. E.S.B. 38842/67.*
Turkish Cement Industries Corporation:
(213/67) Electrical Equipment. November 20. E.S.B. 38145/67.*
(213/67) Playing Cards. November 27. E.S.B. 38184/67.*

UNITED ARAB REPUBLIC (EGYPT)

(209/67) Rail Welding Equipment for Egyptian Railways. Registration. E.S.B. 38059/67.

URUGUAY

Ministry of Public Health:
(211/67) Contrasting Media. (Further Information.) Tender documents now available. E.S.B. 37225/67.*
(211/67) Chemicals. November 28. E.S.B. 38155/67.*
(211/67) X-ray Tubes. November 28. E.S.B. 38153/67.*
(211/67) Chemicals. November 28. E.S.B. 38154/67.*

VENEZUELA

(209/67) Water Treatment Equipment for Instituto Nacional de Obras Sanitarias. December 6. E.S.B. 37997/67.
Ministry of Health:
(210/67) Asbestos, PVC and Cast Iron Tubing. November 17. E.S.B. 38108/67.*

VIETNAM

Industrial Development Centre:
(210/67) Construction of Nylon Plant. November 30. E.S.B. 38113/67.*
(210/67) Construction of Nylon Plant. December 15. E.S.B. 38114/67.
(210/67) Construction of Synthetic Resin Plant. November 30. E.S.B. 38115/67.*
(210/67) Newsprint for Ministry of Commerce. (Further Information.) E.S.B. 37835/67.*

ZAMBIA

Central Supply and Tender Board:
(212/67) Woollen Socks. November 24. E.S.B. 38489/67.*
(213/67) Injections. November 24. E.S.B. 38808/67.*

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and other of the Bulletins in which they appear may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(210/67) Agency inquiry for taps and cocks; valves. E.S.B. 38230/67.
(212/67) Inquiry for consumer products; food products; health and beauty products; pharmaceuticals; toilet preparations. E.S.B. 38686/67.

Brazil
(210/67) Agency inquiry for medical equipment. E.S.B. 34431/67.
(210/67) Inquiry in respect of road building machinery. E.S.B. 38278/67.
(212/67) Registration of suppliers. E.S.B. 38150/67.

Canada
(212/67) Inquiry for cathode ray tube sockets. E.S.B. 38791/67.
(212/67) Inquiry for rayon fabrics. E.S.B. 38608/67.
(215/67) Inquiry for record player components. E.S.B. 38769/67.
(213/67) Inquiry for womens' coats and suits. E.S.B. 14942/67.

Ceylon
(210/67) Inquiry for concrete production plant; machinery and accessories; fork lift truck; gantry crane; tractor. E.S.B. 38268/67.
(211/67) Inquiry in respect of provender plant machinery. E.S.B. 14415/67.

Denmark
(212/67) Free Advertisement Service. E.S.B. 1209/G.

Finland
(210/67) Agency inquiry for measuring and testing instruments; television studio equipment. E.S.B. 37985/67.
(211/67) Agency inquiry for golf clubs; outboard motors; plastic/glass fibre boats; tennis rackets. E.S.B. 37930/67.

Formosa
(209/67) Traders - successful bidders. E.S.B. 19699/67.

France
(209/67) Agency inquiry for artificial kidney machine, heart and lung machine, operating tables. E.S.B. 37918/67.
(212/67) Agency inquiry for photographic equipment. E.S.B. 38698/67.
(210/67) Inquiry for hearth accessories. E.S.B. 38616/67.
(211/67) Inquiry for distillation plant; liqueur production equipment. E.S.B. 38947/67.
(213/67) Manufacture under licence - emulsions, paints, plastics. E.S.B. 38257/67.

Germany, Federal Republic of
(210/67) Agency inquiry for woollen fabrics. E.S.B. 38506/67.
(212/67) Agency inquiry for aluminium and aluminium alloys. E.S.B. 35037/67.
(209/67) Inquiry for medical telemetry apparatus. E.S.B. 37997/67.
(209/67) Import opportunity - fruit and fruit juices. C.R.E. 2040/G.
(211/67) Inquiry for sheepskin. E.S.B. 38742/67.
(212/67) Inquiry for oil seals; retaining rings. E.S.B. 38979/67.
(213/67) Tax on Value Added. (Turnover Tax Law.) C.R.E. 27/67.

Guyana
(212/67) Agency inquiry for agricultural tractors and implements; diesel generating equipment; fork lift trucks; grinding mills; machine tools; marine engines and fittings; mining equipment; pumping equipment; woodworking machinery. E.S.B. 38291/67.

India
(210/67) Inquiry for carbide pellets; screw ring gauges; thread rolling dies. E.S.B. 37942/67.

Italy
(212/67) Agency inquiry for electronic recorders. E.S.B. 31633/67.
(210/67) Inquiry for chemicals. E.S.B. 38566/67.
(212/67) Inquiry for whisky. E.S.B. 38734/67.
(214/67) Inquiry in respect of new offices for the British Embassy in Rome. E.S.B. 39257/67.

Kenya
(212/67) Agency inquiry for men's clothing. E.S.B. 38786/67.

Lebanon
(210/67) Inquiry for electrical equipment. E.S.B. 38323/67.

Malaysia
(214/67) Inquiry for plastic swimming pool. E.S.B. 38997/67.

Morocco
(213/67) Inquiry for binding and fastening wire. E.S.B. 38756/67.
(213/67) Inquiry for binding wire. E.S.B. 38770/67.

Netherlands
(210/67) Agency inquiry for textiles. E.S.B. 38303/67.
(213/67) Agency inquiry for textiles. E.S.B. 38737/67.

Nigeria
(214/67) Inquiry for flax canvas. E.S.B. 38936/67.

North America
(209/67) Store buyers visits. E.S.B. 4763/67.

Norway
(213/67) Inquiry for chemicals. E.S.B. 38355/67.

Pakistan
(210/67) Agency inquiry for cotton ginning machinery and spare parts. E.S.B. 38511/67.
(210/67) Agency inquiry for yarns. E.S.B. 38379/67.
(214/67) Agency inquiry for generating sets, sound reproduction equipment; transmitting and receiving components. E.S.B. 38790/67.

Puerto Rico
(212/67) Agency inquiry for anchors and anchor chain; boat nails and spikes. E.S.B. 33488/67.
(213/67) Inquiry for disposable syringes; orthopaedic appliances; surgical gloves. E.S.B. 38800/67.

Singapore, Republic of
(212/67) Inquiry for hydraulic jacks and ancillary equipment for rubber and plastics research. E.S.B. 38655/67.

South Africa
(214/67) Agency inquiry for chemicals. E.S.B. 38926/67.
(214/67) Agency inquiry for road making equipment. E.S.B. 25588/67.
(209/67) Inquiry for prismatic bulkhead fittings. E.S.B. 37906/67.

Sudan
(209/67) Inquiry for military equipment; machetes. E.S.B. 37493/67.
(209/67) Commercial agents licensing (and control) Act 1967. C.R.E. 2091/G.
(213/67) Inquiry for printing unit. E.S.B. 38787/67.

Switzerland
(209/67) Agency inquiry for carpets; mens wear; woollen fabrics. E.S.B. 38248/67.
(211/67) Agency inquiry for lamps. E.S.B. 38525/67.
(211/67) Inquiry for motor vehicle spare parts. E.S.B. 38606/67.

Thailand
(211/67) Agency inquiry for beverages; foodstuffs; sodium arsenite. E.S.B. 38567/67.

Tunisia/Benelux
(212/67) Trade Agreement. C.R.E. 7871/G.

Turkey
(214/67) Agency inquiry for drilling rigs and spares. E.S.B. 38782/67.
(212/67) Inquiry in respect of electrical materials and equipment; gas works materials and equipment; vehicle spare parts. E.S.B. 38233/67.

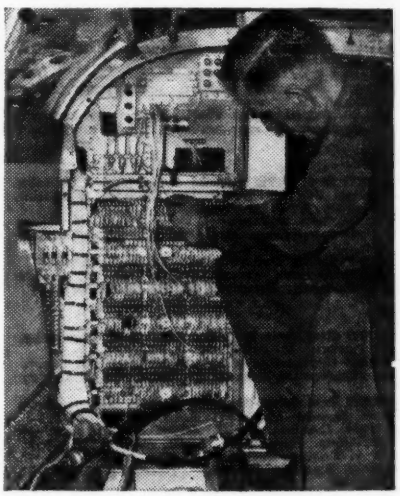
Uganda
(214/67) Inquiry for cosmetics; cutlery; glassware; hosiery; novelties. E.S.B. 39154/67.

United States of America
(209/67) Inquiry for computer components. E.S.B. 38302/67.
(212/67) Manufacture under licence in Britain - safety container. E.S.B. 34519/67.

Various
(212/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Zambia
(213/67) Agency inquiry for clothing; footwear. E.S.B. 38259/67.
(211/67) Inquiry for vinyl tiles. E.S.B. 38227/67.

† For further details of the 'Export Service Bulletin' see page 1129.



The six/eight-seat twin-engine Beagle B.206-S, already in service in 12 countries besides the United Kingdom, is at present being flown by Beagle Aircraft Limited round the United States and South America on sales promotion tours which are among the most extensive ever undertaken by any British light airplane manufacturer. The aircraft's electrical system is wired almost exclusively with cables supplied by British Insulated Callender's Cables Limited, and the picture shows final connections being made in the radio junction box.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Ban on imports of pork

THE French *Journal Officiel* of October 25 announced that the ban imposed on October 12, 1967, for the importation of pigs and pigmeat (see French *Journal Officiel* of October 12 and *Board of Trade Journal* of October 20, page 1009) has been lifted for all countries.

However, these same imports, with the exception of edible offals of the domestic swine species, fresh, chilled or frozen (Tariff heading ex 02.01 BII) must be routed via the following customs offices:

Risquons – Tout
Apach – gare et route
Strasbourg – pont de l'Europe
Saint Louis – gare et route
Bellegarde
Le Havre
Hendaye

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Global quotas for molasses

THE French *Journal Officiel* of October 21 announced the opening of a quota for the import of molasses (Tariff No. 17-03) originating in and imported from all countries.

Requests for import licences on Form AC in duplicate and accompanied by two copies of a proforma invoice from the foreign buyer, must be in respect of only one country of origin and consignment and sent to the Direction Generale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, from October 21, 1967, where they will be examined as and when received. No application for licences over 10,000 metric tons will be accepted.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, London E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of October 19 published details of the rules under which intending importers of seed potatoes to be imported at a reduced rate of duty (Tariff Heading No. 07.01 A 1), must make application.

Applications for import certificates must conform with regulations as set out in the arrêtés of October 12, 1962 and October 1, 1963. They should be addressed (together with a stamped envelope bearing the name and address of the applicant) to the Bureau des fruits et légumes, sous-direction des productions végétales (service des produits végétaux) Ministére de l'Agriculture, 3 rue Barbet-de-Jouy, Paris 7(e).

Applications must be confined to the following varieties;

Early – Asoka, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Sirtema, Resy.

Floury – Ambassadeur, Daressa, Flora, Kotnov, Maritta, Panther, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's Bodenkraft, Patroness, Brunella, Ursula, Osbot, Fecula.

Each application must not exceed 230 metric tons.

Potatoes are subject to sanitary controls specified in an order of November 8, 1954, on import into France, and should be routed through a Customs Post open for phyto-sanitary control. A list of these posts was given in an order dated March 5, 1962.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-480).

Import regulations for certain foodstuffs and other products

THE FRENCH *Journal Officiel* of October 27 published a notice setting out the customs duty, mobile element and maximum rates which apply from October 30 to certain foodstuffs and other products in the following tariff headings:

17.04 Sugar confectionery, not containing cocoa.
18.06 Chocolate and other food preparations containing cocoa.
19.01 Malt extract.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated October 13, 1967 (page 938) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulation and Decision, which affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 252, dated October 19, 1967.

Regulation No. 720/67/CEE fixes a supplementary amount for certain products in the pigmeat sector.

Decision No. 67/633/CEE relates to measures taken by France in the pigmeat sector regarding imports by third countries.

The French text of this Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for oil seeds

THE *Board of Trade Journal* dated October 27, 1967 (page 1066) contained an announcement about the common organization of the market for oil seeds.

The French text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. 252 dated October 19, 1967.

Regulation No. 724/67/CEE fixing the conditions of intervention for oil seeds during the last two months of the marketing year and also the principles for the disposal of grains bought by the intervention organizations.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common transport policy

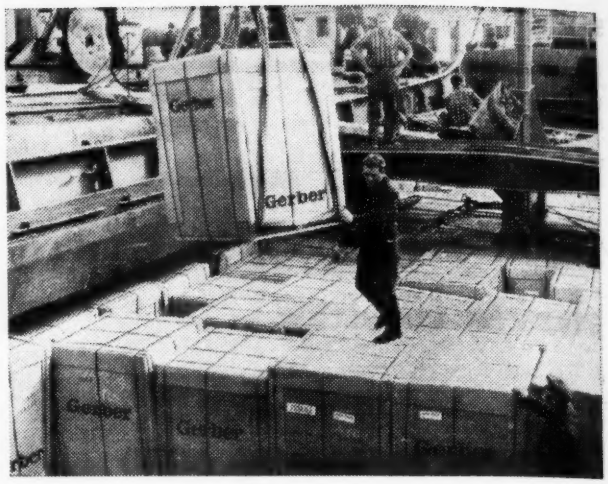
THE COMMISSION of the European Economic Communities recently submitted to the Council of Ministers for approval the draft text of a proposed directive concerning the introduction of common rules for access to the occupation of road haulier in domestic and international transport and control of capacity in domestic road haulage.

The draft text of this proposed regulation was published in the *Journal Officiel des Communautés Européennes* No. 254 dated October 20, 1967 and may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted that the text of the directive when finally approved may differ from the draft text referred to above.

Film distribution activities

THE COMMISSION of the European Economic Communities recently submitted to the Council of Ministers for approval the draft text of a proposed directive concerning the freedom of establishment of non-salaried activities relating to the distribution of films.

This draft text was published in the *Journal Officiel des Communautés Européennes* No. 254 dated October 20, 1967, and may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted, however that the text of the directive when finally approved may differ from the draft text referred to above.



Supplies of Gerber baby foods leaving for Genoa through the port of Ardrossan. Some of the varieties of foods have been specially formulated for the palate of the Italian baby. Others are the same as for the British market, except for slight modifications. Gerber now charter complete vessels and thus save 50 per cent on transport charges. The charter vessels carry two million Gerber glass jars each voyage. Four vessels conveyed such consignments last month.

Additives to be permitted in animal feedstuffs

THE COMMISSION of the European Economic Communities recently submitted to the Council of Ministers for approval the draft text of a proposed directive concerning additives in animal feedstuffs.

The draft text of this proposed directive was published in the *Journal Officiel des Communautés Européennes* No. 254 dated October 20, 1967, and may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted, however, that the text of the directive when finally approved may differ from the draft text referred to above.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
20/67	On certain procedures for refunds and levies on olive oil exports	10d. (1s. 1d.)
23/67	Amending certain levies established by Regulation No. 202/66 for slaughtered guinea-fowl	8d. (11d.)
65/67	Fixing the amounts of import duties and threshold prices for certain albumins	10d. (1s. 1d.)
68/67	Concerning measures to be applied as regards prices in the milk and dairy products sector for the dairying season 1967/1968 and amending Regulation No. 215/66 on the levy system applicable to animal feeding stuffs based on dairy products and powdered milk	10d. (1s. 1d.)
86/67	Fixing reference prices for outdoor tomatoes	8d. (11d.)
87/67	Fixing reference prices for cherries	8d. (11d.)
90/67	On temporary measures for the application of common prices in the cereal sector	1s. 6d. (1s. 9d.)
91/67	Revoking Regulation No. 39/67 on the advance fixing of the levy and refund for certain products in the cereal sector	8d. (11d.)
92/67	On application of the taxation system laid down in Article 3 of the Council's Regulation No. 160/66	8d. (11d.)
94/67	Fixing the conversion coefficients applicable to the purchase price of cauliflowers provided for by Regulation No. 89/67	8d. (11d.)
95/67	Establishing the list of representative producer markets for cauliflowers	8d. (11d.)
96/67	Fixing levies in the olive oil sector	8d. (11d.)
97/67	On the determination of standard qualities and of adjustments to compensate for differences in quality in respect of white and raw sugar for 1967/68 season	10d. (1s. 1d.)
98/67	Amending Regulation No. 48/66 relating to the term of validity of export certificates for certain cereals	6d. (9d.)
101/67	Adding an Article 17A to Regulation No. 160/66	8d. (11d.)
102/67	Making special provisions for the duration of validity of the maximum amount of refund in force for the export of butter oil to third countries	10d. (1s. 1d.)

SPAIN

Customs tariff

IN THE *State Gazette* of October 24, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff Heading	Description	Definitive Duty	Transitory Duty
38.19 G	Catalysts of undefined chemical composition, of silicon or silicate base	22%	22%
H	Other	25%	16·5%

Customs tariff

IN THE *Board of Trade Journal* of August 11, page 368, it was announced that parts or items which are imported in order to be incorporated in capital goods or equipment manufactured in Spain under joint Spanish/foreign assembly may, in future, for approved cases, enjoy a rebate of 95 per cent of the customs duties payable.

In the *State Gazette* of October 16, the Spanish authorities announced the following procedure for applications for this rebate. The presentation of applications for joint Spanish/foreign manufacture shall be made to the Ministry of Industry, which shall determine the desirability and feasibility of the plan from the technical-industrial standpoint. To this end, firms which apply for a *proforma* authorization entitling them to the rebate or information on joint Spanish/foreign assembly of capital goods which is eligible for Customs concessions, must present to the Ministry of Industry, in triplicate, the following data:

1. Name and address of the firm and of the person who acts for it, firm's capital and number of workers, employees and technicians, where applicable.
2. Plans relating to joint Spanish/foreign assembly of capital goods, the approval of which is applied for, with or without manufacturing contract, in which the following points should be covered:
   (a) The Spanish-made parts which are to be incorporated and their cost of manufacture, exclusive of industrial profit.
   (b) Parts that need to be imported, specifying their CIF value; the reduced duties applicable, the home compensation tax and other expenses levied before reaching the factory.
   (c) The Customs headings of the parts to be imported and their weight and other necessary details to facilitate their being identified by the customs.
   (d) Quantity of capital goods to be made and period of time within which they are to be made.
3. Modifications of the Customs Tariff relating to the assembly, that is regarded as being indispensable in order to carry out the plan.
4. Data relating to the productive capacity of the firm and its output during the last two years, taking account of existing joint Spanish/foreign assemblies similar to those applied for. In the case of joint Spanish/foreign assemblies already authorized for the firm making the application, sufficient data must be given to determine the percentage of local manufacture achieved in them.
5. Technical assistance contracts or similar documents that may exist which determine the relations between the Spanish manufacturer and the foreign firms that must be included in the joint assembly that is proposed.
6. Report on the technical, financial and social repercussions on the firm concerned and on the National economy.

ALGERIA

Imports of textile fabrics

THE ALGERIAN *Journal Officiel* of September 22 announced that as from that date all imports of the following items would be subject to advance endorsement by the *Groupement Professionel d'Importation des Textiles Industriels* (GADIT).:

53-11 Woven fabrics of sheep's or lambs' wool or of fine animal hair
54-05 Woven fabrics of flax or of ramie

Polish steel chiefs arriving at London Airport on October 23 at the start of an 11-day tour of British steel and non-ferrous plants. From left to right are: Mr. Zbigniew Malewski, director (Capital Construction, Group of Iron and Steel Industries), leader of the Group; Mr. Stanislaw Kowalczyk, senior scientific officer, Committee for Science and Technology; Mr. Stanislaw Chmielniak, deputy director of Huta Zygmunt works; Mr. Adam Lukasik, chief engineer, 'Bipromet' (non-ferrous metals consulting engineering office); Mr. Jan Madry, director, 'Zamet' works; Mr. Roman Wusatowski, Research Institute, Iron and Steel Metallurgy.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

Import restrictions

THE ALGERIAN *Journal Officiel* of September 22, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
42-02	All Morocco leather goods and gloves, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric, except goods used by the military and sportsmen.
53-10	Yarn of sheep's or lambs' wool, of horsehair or of other animal hair (fine or coarse), put up for retail sale.
59-08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials.
59-09	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil.
61-05	Handkerchiefs.
62-02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles.
70-13	Glassware (other than articles falling in heading No. 70-19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decorations, or for similar uses.
76-15 B	Straw, sponges, house-cloths, gloves and similar goods for scouring, polishing and similar uses.
98-11	Smoking pipes; pipe bowls, stems and other parts of smoking pipes (including roughly shaped blocks of wood or root); cigar and cigarette holders and parts thereof.

Existing orders could be admitted quota-free until September 30, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

GHANA

United Kingdom loan

THE FOLLOWING Notice was published in the *Ghana Commercial and Industrial Bulletin* of October 13, 1967:

'Notice to Importers No. 294.

The Controller of Imports and Exports hereby announces that the loan of NC11.4 million (£4 million) offered to the Government of Ghana by the Government of the United Kingdom for the importation of goods originating from the United Kingdom will be used mainly for the importation of the following items:

(i) Spare parts, raw materials and equipment for export and import substitute industries;
(ii) Agricultural machinery and spare parts;
(iii) Equipment and spare parts for:
  (a) road and rail transport;
  (b) essential public services, including electricity, water supplies, posts and telecommunications, public works and broadcasting.

The following importing procedure will apply to all goods to be imported under this loan by Private and Joint State/Private Enterprises:

(i) The Ministry of Trade will allocate import licences or open general licence commitment forms to importers.
(ii) Importers will contact suppliers in the United Kingdom, and when agreement is reached, instruct suppliers to send to the Crown Agents for Overseas Governments and Administration, 4 Millbank, London, S.W.1, four copies of Pro Forma Contract and four copies of Contract Certificate (vide Appendix "A" for the form of Contract Certificate). These documents should have on them the numbers of the Import Licences or the Open General Licence Commitment Forms. At least two copies of the Contract Certificate should bear the original signature of the suppliers.
(iii) The Crown Agents will submit documents to the British Ministry of Overseas Development and will receive their decision on whether the goods to be purchased are of British origin.
(iv) The Crown Agents will inform the United Kingdom suppliers and the Ministry of Trade, Accra, Ghana, of the decision of the Ministry of Overseas Development;
(v) The Crown Agents would request the United Kingdom suppliers to transmit the decision of the Ministry of Overseas Development to the Ghanaian importers concerned;
(vi) Importers will request Commercial Banks to open Letters of Credit in accordance with endorsement on Import Licences or Open General Licence Commitment Forms;
(vii) Importers will be required to make 100 per cent cash deposits of the values of the goods to be imported between the time of opening the Letters of Credit and the receipt of the shipping documents.

Appendix A

UNITED KINGDOM/GHANA LOAN, 1967
Contract Certificate
Particulars of Contracts

		(When appropriate)
Date of Contract	Contract Numbers	Project/Import Licence No.
2. Description of goods and/or services to be supplied to the Purchaser	United Kingdom Origin	Non-United Kingdom Origin
3. Total (estimated) contract price payable by purchaser	Sterling	Other Currency, if any
4. Estimated amounts, if any, paid (or to be paid) by the Contractor in respect of goods or services of non-United Kingdom Origin procured (or to be procured) and used for the purposes of the Contract		Amount Description In respect of non-United Kingdom Goods and Services: (a) goods or materials (b) work to be done or services performed in Purchaser's country (c) know-how (d) plans, designs and technical documentation (e) other services

5. I hereby declare that I am employed in the United Kingdom by the Contractor named below and have the authority to sign this certificate. I hereby undertake that in performance of the Contract no goods or services which are not of United Kingdom origin will be supplied by the Contractor other than those specified in paragraph 4 above.

Signed .....
Position held .....
For and on behalf of .....
Name and Address of Contractor .....
Date .....

Note: For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

Note:

It must be stressed that in order to qualify under the loan the goods must be of United Kingdom origin.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting Reference CRE/19945/G.

Notice to Importers No. 297

THE CONTROLLER of Imports and Exports announced in the Ghana Commercial and Industrial Bulletin of October 13 that Open General Licence Commitment Forms issued to importers to cover items on Open General Licence for 1967 will lapse on December 31, 1967.

Importers desiring to place orders for items on Open General Licence during 1968 should submit their applications any time from December 1, 1967, in accordance with the Import Licensing Procedures for the Calendar Year, 1968, published in the Ghana Commercial and Industrial Bulletin dated August 18, 1967, and partly reproduced in the *Board of Trade Journal* dated September 15, pages 671-673. Paragraph 8 refers and reads as follows:

> Before any order is placed for items on Open General Licence, an application should first be made to the Controller of Imports and Exports who will immediately indicate whether the items are available under any of the Aid Offers. Applications should provide the following particulars.
>
> 1. Name and address of importer
> 2. Importer's registration number
> 3. Description of goods
> 4. Customs item number
> 5. C. & F. value of goods
> 6. Country of origin
> 7. Country of consignment
> 8. Name and address of overseas suppliers.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Import licensing regulation

NOTICE TO IMPORTERS No. 295, published in the Ghana *Commercial and Industrial Bulletin* of October 13, amends Open General Licence No. 9 – regarding the importation of spare parts (published in the *Board of Trade Journal* of July 28, 1967, page 240) by the addition of the following items:

Customs Item No.	Description of Commodity
712	Spare parts for agricultural equipment.
715	Spare parts for metal working machinery.
717/110/200	Spare parts for textile and leather machinery.
718	Spare parts for machinery for special industries.
719-110/660, 719-800/940 719-110/530, 719-610/930	Spare parts for commodities falling under these customs items nos.
719-940	Gasket sets; gaskets of metal and other materials.
724	Spare parts for telecommunication apparatus.
726	Spare parts for electro-medical and x-ray apparatus.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

ZAMBIA

Pharmacy and poisons legislation

THE BOARD OF TRADE has received details from Lusaka of Statutory Instruments No. 335 and 336, published in a supplement to the Government *Gazette* dated October 13, which amend the Poisons List and the Poisons Rules.

Further details of these amendments may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) Amendment (No. 5) Regulations, 1967, published as Government Notice No. 212 on September 22, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

1 B.T.N. No.	2 Nomenclature	3	4 Effective Rates	5 Effective Rates	6
Ex 17.01.01	By the addition of the following: Mill white or refined granulated sugar packed for retail sale . . .	per ton	£2 10s. 0d.	Free	Free

(Britain pays the Column 6 rate of duty)

Customs tariff changes

MALAWI GOVERNMENT Notice No. 213 amends the customs tariff with effect from September 22 to the following extent:

1 B.T.N. No.	2 Nomenclature	3	4 Effective Rates	5 Effective Rates	6
22.09.04	By the addition after sub-heading No. 22.09.03 of the following: Brandy, gin and whisky of all kinds . . .	per I.P.G.	£9 5s. 2d.	£9 5s. 2d.	£9 5s. 2d.

(Britain pays the Column 6 rate of duty)

Import control

THE MALAWI Control of Goods (Import and Export) (Commerce) (Amendment) (No. 2) Order, 1967, amends the Control of Goods (Import and Export) (Commerce) Order, 1967, with effect from September 21, by the deletion from the list of goods which require an import licence issued by the Ministry of Trade and Industry, of the following:

Whisky, brandy and gin.

The notice published in the *Board of Trade Journal* on April 7, 1967, (page 902) concerning imports of whisky, brandy and gin into Malawi is hereby cancelled.

Any inquiries concerning the notices above should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Customs tariff changes

MALAWI GOVERNMENT Notice No. 224 amends the customs tariff with effect from September 29 to the following extent (Britain pays the column 6 rate of duty):

By the deletion of all the material in Columns 1 to 6 inclusive in respect of heading No. 82.01 and the substitution therefor of the following:

1 B.T.N. No.	2 Nomenclature	3	4 Effective Rates	5 Effective Rates	6
(82.01)	Hand tools, the following: spades, shovels, picks, hoes, forks, and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:				
82.01.01	Hoes	—	30%	20%	20%
82.01.99	Other	—	20%	Free	Free

RHODESIA

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 7), published as Rhodesia Notice No. 709 on September 22 amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

	Effective Rate
FIRST SCHEDULE	
(a) by the repeal of items Ex 122 (1) Iron and steel and by the substitution of:	
Ex 122 (1) Iron and steel:	
ex (a) Pig iron . . . . . *ad val.*	5%
(b) (i) Flat or in coils, corrugated or channelled, being galvanized; uncoated or rough coated to prevent rust; of a thickness of not less than ·0196 inch but less than ·125 inch . . . . . *ad val.*	5%
(b) (ii) Flat or in coils, with plain surface, uncoated or rough coated to prevent rust; of a thickness of not less than ·0196 inch but not more than ·25 inch . *ad val.*	5%
ex (b) (iii) Tinplate, not lacquered or lithographed . . .	Free
ex (c) (i) (A) Rod, of a diameter of 3½ inches or 4 inches . .	Free
ex (c) (i) (A) Rod, of a diameter of more than 1½ inches and not more than 2¾ inches . . . . . *ad val.*	5%
ex (c) (i) (D) Channel, of a flange size of 3 inches and a web size of 4 inches . . . . . *ad val.*	5%
ex (c) (i) (E) Angles, equal, of a flange size of 3½ inches or 4 inches . . . . . *ad val.*	5%
ex (c) (i) (F) Angles, unequal, of a flange size of 3 inches by 2½ inches . . . . . *ad val.*	5%
(c) (i) (G) Z section, of a perpendicular of not less than 1 inch and not more than 1¼ inches, and a flange size of not less than ¾ inch and not more than 1½ inches and of a thickness of not more than $\frac{3}{16}$ inch *ad val.*	5%
(b) by the insertion, in numerical order, under the appropriate headings, of:	
Ex 285 (1) Cheese boxes, flat, circular and unlabelled; of a type commonly used for packing processed cheese segments .	Free

TANZANIA

Import licensing regulations

GENERAL NOTICE NO. 2148, published in the United Republic of Tanzania *Gazette* dated October 13, adds, with effect from September 25, the following items to the Open General Licence Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required (published in the *Board of Trade Journal* dated August 4, 1967, pages 296-298):

First Schedule

Section 6 – Manufactured goods classified chiefly by material.
Division 64 – Paper, paperboard and manufactures thereof.
642 2 0 Envelopes and similar paper stationery of the kind used in correspondence, n.e.s.
642 3 0 Registers, albums and other stationery of paper or paperboard (excluding diaries).
Section 8 – Miscellaneous manufactured articles.
Division 83 – Travel goods, handbags and similar articles.
831 0 1 Suitcases made of fibre.
831 0 2 Handbags made of fibre.
Division 84 – Clothing.
841 4 2 Stockings and hose.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

NIGERIA

Import licensing regulation

LEGAL NOTICE NO. 98 of 1967, published in the Federal Republic of Nigeria *Official Gazette* of October 19, amends, with effect from October 20, Open General Import Licence (All Countries) No. 1 of 1964, referred to in the *Board of Trade Journal* of June 12, 1964 (pages 1316-1317) and subsequently amended, is now further amended by the addition to the Second Schedule of the following items:

Description	Import List Group	Item No.
25. Stone, sand and gravel	273	00
26. Bicycle tyres	629	11
27. Tyres for passenger cars and dual purposes vehicles	629	12,13,14,16, 19
28. Bags and sacks of textile materials (hessian and jute only)	656 656	11 19
29. Secondhand clothing	841	70
30. Glass: (a) Lamps, globes and chimneys .	812	47
(b) Jars for cosmetics . . .	665	15

Note:

The effect of this amendment is that specific import licences are now required for the importation into Nigeria from all countries of the goods listed in the above Legal Notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

(*Continued on next page*)

NIGERIA, *continued*

Customs tariff changes

THE FIRST and Second Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) (No. 3) Order, 1967, as below, and became effective from October 20, 1967.

SCHEDULE 1

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
03.02	Fish, salted, in brine, dried or smoked: A	*Delete* the expression in the column 'Rate of Duty' and *substitute:* 'the lb. . . . . £0 0s. 2d.'
04.01	Milk and cream, fresh, not concentrated or sweetened: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *insert* '40%' in the 'Rate of Duty' column
04.02	Milk and cream, preserved, concentrated or sweetened: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Babies' powdered milk and milk foods – not sweetened . Free B. Other . . . . 40%'
17.01	Beet sugar and cane sugar, solid: B	*Delete* the expression in the column 'Rate of Duty' and *substitute:* 'the lb. . . . . £0 0s. 4d.'
17.04	Sugar confectionery, not containing cocoa	*Delete* the expression in the column 'Rate of Duty' and *substitute:* 'the lb. . . . . £0 1s. 6d. or 75%'
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion: A	*Delete* the expression in the column 'Rate of Duty' and *substitute:* 'the lb. . . . . £0 0s. 4d.'
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit: A	*Delete* the rate of duty and *substitute* '75%'
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion: A	*Delete* the rate of duty and *substitute* '75%'
25.01	Common salt (including rock salt, sea salt and table salt); pure sodium chloride; salt liquors	*Delete* the expression in the column 'Rate of Duty' and *substitute:* 'the ton . . £6 0s. 0d. or 33⅓%'
25.06/09	Quartz (other than natural sands); quartzite including quartzite not further worked than roughly split, roughly squared or squared by sawing; clay (for example, kaolin and bentonite), andalusite, kyanite and sillimanite, whether or not calcined, but not including expanded clays falling within heading No. 68.07; mullite; chamotte and dinas earths; chalk; earth colours whether or not calcined or mixed together; natural micaceous iron oxides	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Pigments: (1) Imported by a manufacturer approved in that behalf by the Commissioner . 10% (2) Other . . . 33⅓% B. Other . . . 33⅓%'
28.01/58	Chemical elements, inorganic chemical compounds and other products specified in Notes 1 and 2 to this Chapter: D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D. Colouring materials: (1) Imported by a manufacturer approved in that behalf by the Commissioner . 10% (2) Other . . . 33⅓% E. Other . . . 33⅓%'
29.01/45	Organic compounds and other products mentioned in Note 1 to this Chapter: D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D. Colouring materials: (1) Imported by a manufacturer approved in that behalf by the Commissioner . 10% (2) Other . . . 33⅓% E. Other . . . 33⅓%'
32.04	Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Imported by a manufacturer approved in that behalf by the Commissioner . 10% B. Other . . . 33⅓%'
32.05/06	Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo; colour lakes	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Imported by a manufacturer approved in that behalf by the Commissioner . 10% B. Other . . . 33⅓%'
32.07	Other colouring matter; inorganic products of a kind used as luminophores	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Imported by a manufacturer approved in that behalf by the Commissioner . 10% B. Other . . . 33⅓%'
38.01/02	Artificial graphite; colloidal graphite, other than suspensions in oil; animal black (for example, bone black and ivory black), including spent animal black	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Pigments: (1) Imported by a manufacturer approved in that behalf by the Commissioner . 10% (2) Other . . . 33⅓% B. Other . . . 33⅓%'
57.09/12	Woven fabrics of hemp, of jute or of other vegetable textile fibres; woven fabrics of paper yarn: D	*Delete* the rate of duty and *substitute:* 'the yard . . . £0 0s. 0·8d.'
58.10	Embroidery, in the piece, in strips or in motifs: A	*Delete* the expressions in the column 'Rate of Duty' and *substitute:* 'the sq. yard . . . £0 5s. 0d. or 50%'
59.05/06	Nets and netting and articles (for example, fishing nets), made of yarn, twine, cordage, rope or cables (other than textile fabrics and articles made from such fabrics): A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Cargo nets . . . Free B. Fishing nets . . . 10% C. Other . . . 40%'
62.03	Sacks and bags, of a kind used for the packing of goods: B (2) (a)	*Delete* the expression in the 'Rate of Duty' column and *substitute:* 'each . . . . £0 0s. 6d.'
71.05/10	Precious metals, rolled precious metals, silver gilt and platinum-plated gold and silver, unwrought or semi-manufactured: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Bullion (unrefined gold or silver in lumps, bars or amalgam; refined gold or silver in bars): (1) Imported by the Central Bank of Nigeria for monetary purposes . . . Free (2) Other . . . 100% B. Other . . . 33⅓%'
72.01	**Coin**	*Delete* the expression in the 'Rate of Duty' column and *insert* in the column 'Tariff Description' and 'Rate of Duty': 'A. Gold coin: (1) Imported by the Central Bank of Nigeria for monetary purposes . . . Free (2) Other . . . 100% B. Other . . . Free'
82.02/06	Other hand tools (including mounted glaziers' diamonds) saws (non-mechanical) and blades (including toothless sawblades) for hand or machine saws; knives and cutting blades for machines or mechanical appliances; interchangeable tools for hand or machine tools; blow lamps, anvils, vices and clamps (other than those for machine tools), portable forges, and grinding wheels mounted on frameworks: A	*Delete* the expression in the 'Rate of Duty' column and *substitute* '5%'
83.01/02	Locks (including padlocks), handbag, trunk and similar frames containing locks, and key and parts thereof, of base metal; fittings and mountings of a kind used on furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like, and hat-racks, hat-pegs, brackets and the like, of	

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
	base metal	*Delete* the rate of duty and *substitute* '50%'
83.04/05	Filing cabinets, racks, paper trays and similar office equipment, of base metal; fittings for files, loose-leaf binders or for stationery books, of base metal; paper clips, staples, indexing tabs and similar stationery goods, of base metal: A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* '50%' in the 'Rate of Duty' column
83.07	Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22): A and B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* '50%' in the 'Rate of Duty' column
83.11	Bells and gongs, non-electric, of base metal, and parts thereof of base metal: B	*Delete* the rate of duty and *substitute* '50%'
83.12	Photograph, picture and similar frames, of base metal; mirrors of base metal: B	*Delete* the rate of duty and *substitute* '50%'
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50	*Delete* the expression in the 'Rate of Duty' column and *substitute* '5%'
84.46	Machine-tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for working glass in the cold, other than machines falling within heading No. 84.49 . . .	*Delete* the expression in the 'Rate of Duty' column and *substitute* '5%'
84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49	*Delete* the expression in the 'Rate of Duty' column and *substitute* '5%'
84.48	Accessories and parts suitable for use solely or principally with the machines falling within headings Nos. 84.45 to 84.47, including work and tool holders, self-opening die-heads, dividing heads and other appliances for machine tools; tool holders for any type of tool or machine-tool for working in the hand: A (2)	*Delete* the expression in the 'Rate of Duty' column and *substitute* '5%'
85.01	Electric generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors; (i) A (2) and C (3) . . . (ii) B	*Delete* the rates of duty and *substitute* '50%' *Delete* the expressions 'Other' and '40%' in the columns 'Tariff Description' and 'Rate of Duty' respectively and *substitute* '(2) Other' and '50%'
85.03/04	Primary cells and batteries; electric accumulators; B and C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Parts . . . 33⅓% C. Other . . . 50%'
85.06	Electro-mechanical domestic appliances, with self-contained electric motor: B	*Delete* the rate of duty and *substitute* '50%'
85.07	Shavers and hair clippers, with self-contained electric motor . .	*Delete* the rate of duty and *substitute* '50%'
85.08/09	Electrical starting and ignition equipment for internal combustion engines, and dynamos and cut-outs for use therewith; electrical lighting and signalling equipment, windscreen wipers, defrosters and demisters, for cycles or motor vehicles: C	*Delete* the rate of duty and *substitute* '50%'
85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.08/09: B	*Delete* the rate of duty and *substitute* '50%'
85.12	Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hairdressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon: B	*Delete* the rate of duty and *substitute* '50%'
85.13	Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line system): A and C (1)	*Delete* the rates of duty and *substitute* '50%'
85.14	Microphone and stands therefor; loudspeakers and audio-frequency electric ampliers: B	*Delete* the rate of duty and *substitute* '50%'
85.15	Radiotelephonic and radiotelephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: D (3) (a)	*Delete* the rate of duty and *substitute* '50%'
85.17	Electric sound or visual signalling apparatus (such as bells, sirens, indicator panels, burglar and fire alarms), other than those of heading No. 85.08/09 or 85.16 . . .	*Delete* the rate of duty and *substitute* '50%'
85.18	Electrical capacitors, fixed or variable: C	*Delete* the rate of duty and *substitute* '50%'
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards) and control panels: A	*Delete* the rate of duty and *substitute* '50%'
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs: C	*Delete* the rate of duty and *substitute* '50%'
85.21	Thermionic, cold cathode and photocathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals: B	*Delete* the rate of duty and *substitute* '50%'
85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter: A	*Delete* the rate of duty and *substitute* '50%'
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including coaxial cable), whether or not fitted with connectors: A	*Delete* the rate of duty and *substitute* '50%'
85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes: B	*Delete* the rate of duty and *substitute* '50%'
85.25/27	Insulators; insulating fittings for electrical machines, appliances or equipment, being fittings wholly or insulating material apart from any minor components of metal incorporated during moulding solely for purposes of assembly; electrical conduit tubing and joints therefor, of base metal lined with insulating material: A	*Delete* the rate of duty and *substitute* '50%'
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09): C (1) and (2)	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'C. Motor buses and coaches with fitted seats for twenty or more passengers . . . 33⅓%'

(*Continued on next page*)

SCHEDULE 2

Schedule 2 to the Customs Tariff Act 1965 (which relates to exemption from import duties of Customs) is hereby amended:

(a) by the insertion of the following new sub-items in Item 3:

No. (1)	Articles (2)	Goods to be manufactured (3)
'3 (14)	Paper classified under Chapter 48 in Schedule 1	Printed matter admissible free of duty under Heading 49.01/03 in Schedule 1
'3 (17A)	Raw materials accepted as such by the Board	Disinfectants, fungicides and insecticides'

(b) by the insertion of the following new item:

'12A. Goods accepted by the Board as necessary and appropriate for equipping the members (including their officers) of a voluntary organization which is not profit-making, enjoys international recognition, and is approved by the Commissioner'.

(c) by the deletion of Item 13 and the substitution therefor of the following:

'13. Goods imported by a voluntary organization which is not profit-making and enjoys international recognition, approved by the Commissioner where he is satisfied that adequate arrangements have been made for the legitimate use of the goods and that the goods are necessary and appropriate for the successful prosecution of the aims and objects of the organization'.

(d) by the deletion of all the expressions in sub-items (1) (b) (ii) and (1) (c) (ii) in Item 21 and the substitution respectively therefor of the following:

'of the Head of State of the Federal Republic of Nigeria, or of any person for the time being acting as the Head of State of the Federal Republic of Nigeria, during such period of time as he is so acting';

'of the Head of State of the Federal Republic of Nigeria, or of any person for the time being acting as the Head of State of the Federal Republic of Nigeria, during such period of time as he is so acting.'

(e) by the deletion of the following:

(1) sub-item 16 of Item 3; and

(2) the expression 'by notice in the Federal *Official Gazette*' sub-item 4 of Item 21.

EXPLANATORY NOTES

This Order has, essentially, the following effects:

(a) SCHEDULE 1

Full Tariff Item No. (1)	Description of Goods (2)	Effect of the Order (3)
03.02A	Stockfish	Increases the rate of duty from £0 0s. 1d. to £0 0s. 2d. per lb.
04.01, 04.02	Milk and cream, fresh; Milk and cream, preserved	Introduces a duty of 40% *ad valorem* for all types, except unsweetened babies' powdered milk and milk foods which remain exempt.
17.01B, 17.05A	Beet and cane sugar	Increases the rate of duty from £0 0s. 3½d. to £0 0s. 4d. the lb.
17.04	Sugar confectionery not containing cocoa	Increases the rate of duty from £0 1s. 3d. the lb. or 66⅔% to £0 1s. 6d. per lb. or 75% *ad valorem*
19.07A, 19.08A	Biscuits	Increases the rate of duty from 66⅔% to 75% *ad valorem*
25.01	Salt	Increases the rate of duty from £4 0s. 0d. the ton or 20% to £6 0s. 0d. the ton or 33⅓% *ad valorem*
25.06/09A, 28.01/58D (1), 29.01/45D, 32.04A, 32.05/06A, 32.07A, 38.01/02A	Colouring materials, dyestuffs and pigments	Introduces a concessionary rate of 10% *ad valorem* for approved manufacturers
59.05/06B	Fishing nets	Introduces a duty of 10% *ad valorem*
62.03B (2) (a)	Sacks and bags	Increases the rate of duty from £0 0s. 2d. to £0 0s. 6d. each for approved users
71.05/10A, 72.01A	Bullion; Gold coin	Limits exemption from duty to importations by the Central Bank of Nigeria, and introduces a duty of 100% *ad valorem* for other importers
82.02/06A, 84.45, 84.46, 84.47, 84.48A (2), 83.01/02, 83.04/05, 83.07, 83.11B, 83.12B, 85.01A (2), B (2) and C (3), 85.03/04, 85.06B, 85.07, 85.08/09C, 85.10B, 85.12B, 85.13A and C (1), 85.14B, 85.17, 85.18C, 85.19A, 85.20C, 85.21B, 85.22A, 85.23A, 85.24B, 85.25/27A, 87.02C	Tools; Miscellaneous articles of base metal; Electric generators, motors, converters, etc.; other electrical goods; Motor buses and coaches	Introduces a duty of 5% *ad valorem*; Increases the rate of duty from 33⅓% to 50% *ad valorem*; Increases the rate of duty from 40% to 50% *ad valorem*; Abolishes the concessionary rate of 10% for approved Municipal Authorities

(b) SCHEDULE 2

1. It introduces exemption for:
   (i) Paper classified under Chapter 48 in Schedule 1 and imported by approved manufacturers for the production of printed matters which are admissible free of duty under Heading No. 49.01/03 in Schedule 1;
   (ii) raw materials imported for the production of disinfectants, fungicides and insecticides by approved manufacturers;
   (iii) goods imported for equipping the members (including their officers) of voluntary, non-profit making and internationally recognized organizations; and
   (iv) goods imported for the successful prosecution of the aims and objects of voluntary organizations which are not profit-making and enjoy international recognition.
2. It provides for exemption for goods imported for the official or personal use of the Head of State of the Federal Republic of Nigeria.
3. It abolishes the exemption for:
   (i) goods imported for the official or personal use of Governors; and
   (ii) colouring materials, dyestuffs and pigments, imported by approved manufacturers.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Customs Tariff Act, 1965, No. 3 amendment

DECREE NO. 42, the Customs Tariff (Amendment) (No. 2) Decree, 1967, published in the Federal Republic of Nigeria *Official Gazette Extraordinary* dated October 19, amends, with effect from October 20, Section 3 of the Customs Tariff Act, 1965, No. 3, to read as follows:

3 (1) Where in any heading or sub-heading of the said Schedule 1 a rate is shown, then on the importation into Nigeria of goods classified in that heading or sub-heading, there shall, subject to the provisions of Section 4 be charged an import duty at the rate shown.

(2) In addition to the import duty where shown to be chargeable under Sub-section (1) above, there shall, unless exempted under the next succeeding sub-section, be payable a reconstruction surcharge at the rate of 5 *per centum*.

(3) The provisions of Sub-section (2) above shall not apply:
   (a) to goods imported at special reduced rates by approved manufacturers and users, or
   (b) to the following tariff items in Schedule 1 to this Act, that is to say:

Tariff Item No.	Commodity
03.02 A	Stockfish.
04.01 and 04.02	Milk.
17.01 B and 17.05 A	Beet and cane sugar.
25.01	Salt.

4 Goods for the time being specified in Schedule 2 imported into Nigeria shall, subject to such conditions as are set out therein, be exempted from the duties of customs set out in Schedule 1.

Explanatory Note:

The effect of this amendment is that an import surcharge of 5 *per centum* of assessed duty has been imposed on all dutiable importations with the exception of: stockfish; milk; salt; sugar and raw materials at concessionary rates of duty by approved manufacturers under the approved User Scheme.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Prohibited imports

THE FIRST SCHEDULE to the Nigerian Import Prohibition Order, 1959 (published in the *Board of Trade Journal* dated May 1, 1959, pages 1054-1059), and subsequently amended, has now been further amended by the Import Prohibition (Amendment) (No. 2) Order, 1967, the effective date being October 20, 1967, by the insertion of the following new entries:

First Schedule

Goods absolutely prohibited from being imported:

4A Blankets.

18A Towel and towelling classifiable under Tariff Nos. 55.07/09, 59.03, 60.05, 61.04 and 62.02 in the Schedule 1 of the Customs Tariff Act, 1965, No. 3.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated October 14, 1967, published details of the global import quotas for the six months commencing October 1, 1967. These are given below:

I. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	83,400
5	Sugar and confectionery	25,000
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible fats and oils; white pepper; tinned fish; miscellaneous edible preparations	499,600
7	Tobacco, raw	833,400
	Tobacco, manufactured	291,700
8	Hydraulic cements	416,700
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	3,083,400
10	Petroleum products	16,666,700
11	Pharmaceutical products, colouring matters and insecticides	1,187,500
12	Plastics materials	229,200
13	Rubber, tyres, inner-tubes, etc.	395,900
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film; sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,166,700
	Matches	125,000
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	583,400
18	Hosiery and knitted goods	83,400
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	150,000
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	796,100
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture	8,166,700
23	Motor-cycles	29,170
	Cycles, motor-assisted	41,670
	Cycles	14,590
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	54,170
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn of man-made fibres (discontinuous); jute, raw or processed, but not spun; hats, hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom; silk; synthetic or artificial woven fabrics (continuous); fishing nets; materials for making paper	3,022,900

2. List of goods for which quotas are administered by the Provincial Department o Commerce:

A. *General goods:* Allocated thus:

Diego-Suarez	10%	Fianarantsoa	19%
Majunga	13%	Tamatave	18%
Tananarive	30%	Tulear	10%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	241,700
3	Beer	83,400
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	393,800
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	79,200
	Eggs and honey, tea, mate and spices; fats and oils excepting edible oils	323,000
6	Preparations of meat, fish, crustaceans; preparations of vegetables, fruits or other parts of plants; miscellaneous food preparations	175,000
9	Iron, cast iron, steel except kitchenware; non-ferrous metals	458,400
11	Colouring matters and insecticides	62,500
12	Plastics materials	62,500
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumery products and cosmetics; tanning extracts except colouring matters	135,500
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	168,800
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	795,900
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photocopying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	2,192,100
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder, leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale, and woven fabrics; cotton yarn for retail sale; carpets, tapestries, velours; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware; miscellaneous goods	1,785,000
	Other ceramic products except tableware and domestic ware	214,200
	Silk, synthetic or artificial textiles, continuous; flax and ramie	337,500

B. *Fabrics:* Allocated thus:

Diego-Suarez	10%	Fianarantsoa	16%
Majunga	13%	Tamatave	15%
Tananarive	26%	Tulear	20%

Quota No.	Description	Quota values (French francs) 100%
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	3,900,100

C. *Woollen fabrics and blankets:* Allocated thus:

Diego-Suarez	10%	Fianarantsoa	22%
Majunga	11%	Tamatave	14%
Tananarive	30%	Tulear	13%

Quota No.	Description	Quota values (French francs) 100%
16	Blankets	166,700
24	Wool, animal or horse hair	33,400

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated October 5, 1967, published amendments to various Customs (Prohibition of Imports, Orders. These are as follows:

Notification PU469 and PU474, dated September 27, 1967, amend the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966, by deleting the following items:

Tariff No.	Item	County of Origin
812 425-2	Lamps and indoor lighting fittings, of base metals other than copper, electric, not elsewhere specified or included	All countries
081 904	Rolled oats for use as animal feed	All countries

This means that the goods concerned are no longer subject to specific import licensing.

Notification PU461 and PU476, dated September 21 and 29, 1967, amends the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966, by adding thereto the following new items:

Tariff No.	Item	Country of Origin
698 110-1	Padlocks and other locking devices, including parts suitable for cycles	China
698 841	Bells for cycles	China
719 223	Cycle pumps	China
729 422	Electric lighting and signalling equipment for pedal cycles, complete sets	China
729 423	Parts of electric lighting and signalling equipment, excluding lamp bulbs, for pedal cycles	China
715 100	Roll lathes and parts	All countries
715 220	R1 and R2 rolling mills, roughing mills, finishing mills and rolls and parts	All countries
719 199	Cooling sets and parts	All countries
719 226	Blower for rolling mills and parts	All countries
719 800	Sintering plant and parts	All countries
719 920	Reheating furnace and parts	All countries

(*Continued on page* 1143)

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This means that the importation of the goods specified in the first and second colums and originating from the country shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Notification PU462, dated September 21, 1967, cancels the Customs (Prohibition of Imports) (Sabah) (No. 2) Order, 1965, and replaces it with the Customs (Prohibition of Imports) (Sabah) Order, 1967. The new order incorporates all the items in the Schedule to the 1965 Order and the following new items are added:

Tariff No.	Item	Country of Origin
698 110-1	Padlocks and other locking devices, including parts, suitable for cycles	China
698 301	Transmission chains for pedal cycles of not over 114 links	China
698 841	Bells for cycles	China
719 223	Cycle pumps	China
729 422	Electrical lighting and signalling equipment for pedal cycles, complete sets	China
729 423	Parts of electric lighting and signalling equipment, excluding lamp bulbs, for pedal cycles	China
733 111	Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized	China
G 733	Parts and accessories of bicycles (including children's bicycles in the normal form of adults' bicycles), not motorized, falling under Group 733 of the Customs Duties (Sabah) Order, 1963	China

This means that the importation of the goods specified in the first and second column and originating from the country shown in the third column of the above schedule are prohibited except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Notification PU463, dated September 21, 1967, cancels the Customs (Prohibition of Imports) (Sarawak) (No. 2) Order, 1965, and replaces it with the Customs (Prohibition of Imports) (Sarawak) Order, 1967. The new order incorporates all the items in the Schedule to the 1965 Order and the following new items are added:

Tariff No.	Item	Country of Origin
698 110-1	Padlocks and other locking devices, including parts, suitable for cycles	China
698 301	Transmission chains for pedal cycles of not over 114 links	China
698 841	Bells for cycles	China
710 223	Cycle pumps	China
729 422	Electric lighting and signalling equipment for pedal cycles, complete sets	China
729 423	Parts of electric lighting and signalling equipment, excluding lamp bulbs, for pedal cycles	China
733 111	Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized	China
G 733	Parts and accessories of bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized, falling under Group 733 of the Customs (Import and Export) Duties Order, 1963	China

This means that the importation of the goods specified in the first and second columns and originating from the country shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Removal of import restrictions

THE MALAYSIAN GOVERNMENT *Gazette* dated October 12, 1967, announces the deletion of the following items from the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966. This means that the goods concerned are no longer subject to specific import licensing.

Tariff No.	Item	Country of Origin
657 500	Carpets, carpeting and rugs knotted, made up or not	All countries
	Other carpet, carpeting, rugs, mats, and matting, and Kelem, Schumachs and Karamanie rugs and the like, made up or not, except felt carpets and articles included in item 657 800:	
657 601	Of wool or fine hair	All countries
657 602	Of cotton	All countries
657 603	Of jute	All countries
657 609	Of other textile materials	All countries

SINGAPORE

Import control

THE BOARD OF TRADE has received Notice to Importers No. 42 of 1967, which states that with effect from October 13, 1967, the importation of human hair from any country must be covered by special import licences approved by the Imports and Exports Control and Registration Department.

A Notification published as a Supplement to the Singapore Government *Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing Human Hair on a special import licensing basis.

SOUTH VIETNAM

Commercial invoices

BRITISH EXPORTERS to South Vietnam are reminded that commercial invoices require the visa of the Vietnamese Embassy – this now applies even to goods imported into Vietnam under American Economic Aid.

All invoices requiring a visa and any questions arising out of this notice should be addressed to the Commercial Attaché, Embassy of Vietnam, 12 Victoria Road, London, W.8 (Tel. 01-937 3765).

AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: Hot water bags (Tariff item 40.12.200).

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:		
40.12.200	Hot water bags	35%	20%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australia British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1-19 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318) quoting reference No. C.R.E. 1824/67.

Dumping duties

HIGH-SPEED steel drill rod and knitted shirts have recently been made the subject of dumping duties under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 992/66 and CRE 1220/66 respectively.

(*Continued on next page*)

AUSTRALIA, *continued*

Details of tariff changes

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on October 5 (Chapter 24) and October 19, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	Omit the following note to Chapter 24: [2. The following goods are specified for the purposes of sub-paragraphs 24.01.111, 24.01.119, 24.01.191, 24.01.199, 24.01.211, 24.01.219, 24.01.291 and 24.01.299, that is to say, goods that were in direct transit to or in bond in Australia on November 16, 1965.]				
24.01	Unmanufactured tobacco; tobacco refuse:				
24.01.1	[For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1965, in the manufacture of tobacco (other than cigarettes, snuff or fine cut tobacco suitable for the manufacture of cigarettes):				
24.01.11	For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1965 and also the holder of a certificate issued by the Minister for the purposes of this paragraph, in the manufacture of tobacco that will contain Australian-grown tobacco leaf, as prescribed by by-law:				
24.01.111	Unstripped	$0·50 per lb.	$0·50 per lb.	No change (Under new item 24.01.110)	
24.01.119	Other	$0·55 per lb.	$0·55 per lb.	$0·50 per lb. (Under new item 24.01.110)	$0·50 per lb.
24.01.19	Other:				
24.01.191	Unstripped	$0·65 per lb.	$0·65 per lb.	No change (Under new item 24.01.190)	
24.01.199	Other	$0·70 per lb.	$0·70 per lb.	$0·65 per lb. (Under new item 24.01.190)	$0·65 per lb.
24.01	Unmanufactured tobacco; tobacco refuse: continued				
24.01.2	For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1965, in the manufacture of cigarettes or fine cut tobacco suitable for the manufacture of cigarettes:				
24.01.21	For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1965 and also the holder of a certificate issued by the Minister for the purposes of this paragraph, in the manufacture of cigarettes or of fine cut tobacco suitable for the manufacture of cigarettes, being cigarettes or fine cut tobacco that will contain Australian-grown tobacco leaf, as prescribed by by-law:				
24.01.211	Unstripped	$0·716 per lb.	$0·716 per lb.	No change (Under new item 24.01.210)	
24.01.219	Other	$0·766 per lb.	$0·766 per lb.	$0·716 per lb. (Under new item 24.01.210)	$0·716 per lb.
24.01.29	Other:				
24.01.291	Unstripped	$0·86 per lb.	$0·86 per lb.	No change (Under new item 24.01.290)	
24.01.299	Other	$0·91 per lb.	$0·91 per lb.	$0·86 per lb. (Under new item 24.01.290)	$0·86 per lb.
24.01.3	For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1965, in the manufacture of cigars, cigarillos or cheroots:				
24.01.310	Unstripped	$0·25 per lb.	$0·25 per lb.	No change (Under new item 24.01.300)	
24.01.390	Other:	$0·30 per lb.	$0·30 per lb.	$0·25 per lb. (Under new item 24.01.300)	$0·25 per lb.
24.01.1	*For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1966, in the manufacture of tobacco (other than cigarettes, snuff or fine cut tobacco suitable for the manufacture of cigarettes):*				
24.01.110	*For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1966 and also the holder of a certificate issued by the Minister for the purposes of this paragraph, in the manufacture of tobacco tha will contain Australian-grown tobacco leaf, as prescribed by by-law*	No change (Under former item 24.01.111)		$0·50 per lb.	$0·50 per lb.
		$0·55 per lb.	$0·55 per lb. (Under former item 24.01.119)		
24.01.190	*Other*	No change (Under former item 24.01.191)		$0·65 per lb.	$0·65 per lb.
		$0·70 per lb.	$0·70 per lb. (Under former item 24.01.199)		
24.01.2	*For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1966, in the manufacture of cigarettes or fine cut tobacco suitable for the manufacture of cigarettes:*				
24.01.210	*For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1966 and also the holder of a certificate issued by the Minister for the purposes of this paragraph, in the manufacture of cigarettes, or of fine cut tobacco suitable for the manufacture of cigarettes, being cigarettes or fine cut tobacco that will contain Australian-grown tobacco leaf, as prescribed by by-law*	No change (Under former item 24.01.211)		$0·716 per lb.	$0·716 per lb.
		$0·766 per lb.	$0·766 per lb. (Under former item 24.01.219)		
24.01.290	*Other*	No change (Under former item 24.01.291)		$0·86 per lb.	$0·86 per lb.
		$0·91 per lb.	$0·91 per lb. (Under former item 24.01.299)		
24.01.300	*For use, by a person who is a manufacturer for the purposes of the Excise Act 1901-1966, in the manufacture of cigars, cigarillos or cheroots*	No change (Under former item 24.01.310)		$0·25 per lb.	$0·25 per lb.
		($0·30 per lb.	$0·30 per lb. (Under former item 24.01.390)		
34.03	Lubricating preparations, and preparations of a kinds used for oil or grease treatment of textiles, leather or other materials, other than preparations containing 70% or more by weight of petroleum oils or of oils obtained from bituminous materials:				
34.03.100	[Grease]	17½% Primage 10%	10% Primage 5%	No change (Under new item 34.03.190)	
				7½% (Under new item 34.03.110)	Free
34.09.1	*Grease:*				
34.03.110	*Containing 70% or more by weight of petroleum jelly*	17½% Primage 10%	10% Primage 5%	7½%	Free
34.03.190	*Other*	(Under former item 34.03.100)			
		No change (Under former item 34.03.100)		17½% Primage 10%	10% Primage 5%
	Omit the following note to Chapter 38: [3. In paragraph 38.19.91, 'mixed goods' means goods made by the physical mixture of ingredients that retain, unchanged, their chemical identity.]				
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:				

Tariff item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
38.19.9 38.19.91 38.19.911	Other: [Products and preparations, not being mixed goods: Put up for retail sale	22½%	10%	No change (Under new item 38.19.931)	
38.19.919	Other]	7½%	Free	No change (Under new item 38.19.939)	
38.19.910	*No paragraph.*				
38.19.93 38.19.931	*New paragraph* *Products and preparations of or being essentially non-chemically defined compounds:* *Put up for retail sale*	No change (Under former item 38.19.911)		22½%	10%
38.19.939	*Other*	No change (Under former item 38.19.919)		7½%	Free
46.01	Plaits and similar products of plaiting materials, for all uses, whether or not assembled into strips:				
46.01.1 46.01.110	[Straw or grass braids for hat making: Bleached or dyed	10%	5%	No change (Under new item 46.01.110)	
46.01.190	Other]	Free	Free	No change (Under new item 46.01.190)	
46.01.1 46.01.110	*Of materials of a kind falling within item* 14.01: *Bleached or dyed grass or straw braids of a kind used solely or principally for hat making*	No change (Under former item 46.01.110)		10%	5%
46.01.190	*Other*	No change (Under former item 46.01.190)		Free	Free
		30% Primage 10%	7½% Primage 5%		
		(Under former item 46.01.910)			
46.01.9 46.01.910	Other: [When not suitable for attire]	30% Primage 10%	7½% Primage 5%	No change (Under new item 46.01.910)	
46.01.910	*When not suitable for attire*	No change (Under former item 46.01.910)		Free (Under new item 46.01.190) 30% Primage 10%	Free 7½% Primage 5%
71.02	Precious and semi-precious stones, unworked, cut or otherwise worked, being stones not mounted, set or strung or being ungraded stones temporarily strung for convenience of transport:				
71.02.100	[Piezo-electric crystals]	45%	27½%	No change (Under new item 71.02.100)	
71.02.100	*Piezo-electric crystals, cut or otherwise worked*	No change (Under former item 71.02.100)		45%	27½%
71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, being stones not mounted, set or strung or being ungraded stones temporarily strung for convenience of transport:				
71.03.100	[Piezo-electric crystals; beads]	45%	27½%	No change (Under new item 71.03.100)	
71.03.100	*Piezo-electric crystals, cut or otherwise worked; beads*	No change (Under former item 71.03.100)		45%	27½%
84.48	Accessories and parts of a kind used solely or principally with machines of a kind falling within item 84.45, 84.46 or 84.47, including work and tool holders, self-opening dieheads, dividing heads and other appliances for machine-tools; tool holders for any kind of tool or machine-tool for working in the hand:				
84.48.1	Accessories and parts of a kind used solely or principally with machines of a kind falling within item 84.45; *tool holders of a kind ordinarily used for holding metal-working tools:*				
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:				
85.15.300	[Channel tuners for television receivers of a kind falling within sub-item 85.15.2, assembled and complete (including partly assembled or incomplete channel tuners that the Minister directs shall be treated as assembled and complete)]	In respect of the valves – 45%, or, if higher, $0·375 each. In respect of the remainder of the goods – 45%, or, if higher, $2·50 each, and 17½%	In respect of the valves – 27½%, or, if higher, $0·25 each. In respect of the remainder of the goods – 27½%, or, if higher, $2·50 each	45%	30% (Under new item 85.15.300)
85.15.300	*Channel tuners and parts therefor for television receivers of a kind falling within sub-item* 85.15.2	In respect of the valves – 45%, or, if higher, $0·375 each. In respect of the remainder of the goods – 45%, or, if higher, $2·50 each, and 17½% (Under former item 85.13.300) 45% (Under former item 85.13.500)	In respect of the valves – 27½%, or, if higher, $0·25 each. In respect of the remainder of the goods – 27½%, or, if higher, $2·50 each 27½%	45%	30%
85.15.500	[Parts for goods of a kind falling within sub-item 85.15.1, 85.15.2 or 85.15.3]	45%	27½%	No change (Under new item 85.15.500)	
85.15.500	*Parts for goods of a kind falling within sub-item* 85.15.1 *or* 85.15.2	No change (Under former item 85.15.500)		45% (Under new item 85.15.300) 45%	30% 27½%
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals:				
85.21.1 85.21.13 85.21.131	Cathode-ray tubes: [Deflection yokes for goods of a kind falling within paragraph 85.21.11: Parts	45%	27½%	45%	30% (Under new item 85.21.130)
85.21.139	Other]	45%, or, if higher, $1 each, and 17½%	27½%, or, if higher, $1 each	45%	30% (Under new item 85.21.130)
85.21.130	*Deflection yokes and parts therefor for goods of a kind falling within paragraph* 85.21.11	45% (Under former item 85.21.131) 45%, or, if higher, $1 each, and 17½% (Under former item 85.21.139)	27½% 27½%, or, if higher, $1 each	45%	30%

AUSTRALIA, *continued*

Tariff item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
97.03	Other toys; working models of a kind used for recreational purposes;				
	New sub-item				
97.03.200	*Radio receivers; radio remote control apparatus*	45% (Under former item 97.03.900)	17½%	45%	27½%
97.03.900	[Other]	45%	17½%	No change (Under new item 97.03.900)	
97.03.900	*Other*	No change (Under former item 97.03.900)		45% (Under new item 97.03.200)	27½%
				45%	17½%
97.07	Fish-hooks, line fishing rods and tackle; fish landing nets and butterfly nets; decoy birds, lark mirrors and similar hunting or shooting requisites:				
	New sub-item				
97.07.200	*Fishing rod blanks, that is to say, rods or tubes of artificial plastic material agglomerated with glass fibre, whether or not surface-worked but not further worked*	55% Primage 5% (Under former item 97.07.900)	17½%	22½% (Under new item 97.07.200)	12½%
97.07.900	[Other]	55% Primage 5%	17½%	No change (Under new item 97.07.900)	
97.07.900	*Other*	No change (Under former item 97.07.900)		55% Primage 5%	17½%

Tariff Board inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **filament polyamide (nylon) raw yarn,** tariff items 51.01.993 or 994 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than November 20. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE/2131/67.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **agricultural, horticultural and other machinery and mechanical appliances and parts** (tariff items:

84.22.1	84.25.11	84.25.6
84.24.21	84.25.149	84.25.7
84.24.22	84.25.19	84.25.9
84.24.29	84.25.2	84.26
84.24.3	84.25.3	84.27
84.24.4	84.25.4	84.28
84.24.9	84.25.5	84.63.9)

This reference is of Departmental origin, and as a result of representations by primary industry.

Details of the tariff items mentioned above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE/2162/67.

THE PHILIPPINES

Regulations of the Central Bank of the Philippines

DETAILS OF five circulars issued by the Central Bank of the Philippines were given in the *Board of Trade Journal* dated July 21, 1967, and August 4, 1967.

The Central Bank has issued a further amendment to Circular No. 243, the text of which is given below:

'Effective immediately, all letters of credit which are required to be opened to cover importations under Circular No. 243 of June 23, 1967, must be opened on or before the actual date of shipment.'

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).

UNITED STATES

Imported wool products

NOTICE WAS given in the *Board of Trade Journal* dated July 7 of the United States Federal Trade Commission's intention to add a new Rule 36 to its Regulations under the Wool Products Labelling Act of 1939 to become effective on October 23, 1967. The new rule provides for all imported wool products to be retained in Customs custody until they have been tested to determine whether or not they comply with the labelling requirements of the Act.

Information has now been received that the effective date of the new Rule 36 has been officially deferred pending the further order of the Federal Trade Commission.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

BRAZIL

Adjustment of import duties

FROM JANUARY 1, 1968, the Brazilian 'Customs Despatch Tax' of 5 per cent on the value of imported goods will be abolished. To compensate for this loss of revenue the general tariff will be increased by 5 per cent *ad valorem*, also with effect from January 1, 1968. However, this increase will not apply in the following cases:

(1) on goods which attract no tariff, and
(2) on tariff rates agreed by international treaty when the resultant rate would come to more than the amount agreed by treaty.

BARBADOS

Import licensing arrangements

THE LIST of Exceptions to the Barbados Open General Licence has been further amended by the addition of the following new item:

Lead acid accumulators (batteries).

Consumption tax

THE BARBADOS Consumption Tax Act, 1962, which provides for taxes to be levied on beer, aerated and mineral waters and cigarettes, has been amended by increasing the rate of tax on cigarettes from EC$0.01 per five to EC$0.02 per five.

Inquiries about the above notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Duty) by the deletion of items 40 and 46 and the substitution therefor of the following:

Aircraft	40 Aircraft, airships and balloons and their parts.
Yachts	46 Yachts with or without motors and their spare parts.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE BOARD OF TRADE have been advised that until further notice no licences will be issued for the importation of the following items into Trinidad and Tobago:

632-09.01 Wooden broom handles.

A notice about the addition of the above item to the List of Exceptions to the Trinidad and Tobago Open General Licence appeared in the *Board of Trade Journal* of October 27, 1967, page 1079.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following new subparagraph to item 115 (Textile fabrics):

'(c) All printed fabrics not otherwise restricted.'

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

The first London meeting of the international advisory board of International Business Press Associates (IBPA) took place on October 24 and 25, under the chairmanship of V. G. Sherren, chairman of Iliffe-NTP International, delegates included top executives from INI, Iliffe-NTP Overseas Ltd. (the central administrative body of IBPA) and from other member companies in France, Italy, United States, Spain, Sweden, Holland and Germany. From left front, round the table: P. K. Jennens (INI); G. C. Bogle (INI); partly concealed – F. G. Bernard (INI) V. G. Sherren, chairman, INI; C. W. Welch (INI); Hugh Matthews (INI); W. Williams (INI); J. Cabot (Compania Espanola de Editoriales Technologicas Internacionales SA); Dr. Carlo Caracciolo (Etas-Kompass); (concealed) – George-Alain Mahé (Compagnie Française d'Editions); F. Ollive (Compagnie Française d'Editions); Norman L. Cahners (Cahners); S. Goldweitz (Cahners); L. Wickman (Fackpressförlaget).

Industrial Incentives Law, 1956

THE FOLLOWING product has been declared an 'approved product' for the purposes of the above law:

Ethylene dichloride.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated October 13, 1967, page 949.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

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Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	20. Oct. 1967
Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	This week
Trade by air (6-M)	6 Oct. 1967
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Bankruptcy orders (Q)	11 Aug. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	13 Oct. 1967
Distributive and service trades (A)	30 Dec. 1967
Industry's investment intentions (3 times a year)	20 Oct. 1967
Catering trades turnover (M)	13 Oct. 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	This week
New companies registered:	
Gt. Britain (M)	This week
N. Ireland	This week
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Credit:	
Instalment credit business (M)	7 July 1967
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Sept. 1967
Production, exports and orders (M)	27 Oct. 1967
ECGD business (Q)	This week
Film industry:	
British Film Fund Agency returns (M)	29 Sept. 1967
Cinema admissions and takings (M)	27 Oct. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	13 Oct. 1967
Footwear industry orders (M)	13 Oct. 1967
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Commonwealth trade (A)	7 July 1967
Sterling area trade summary (Q)	18 Aug. 1967
Trend in exports of manufacturers (A)	27 Oct. 1967
World trade and production (Q)	1 Sept. 1967
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Value of overseas trade (M)	20 Oct. 1967
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Industrial production:	
Index nos. (M)	27 Oct. 1967
N. Ireland index (M)	This week
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Index nos. (M)	13 Oct. 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	13 Oct. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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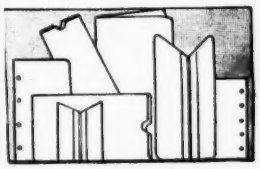

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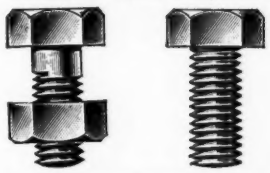

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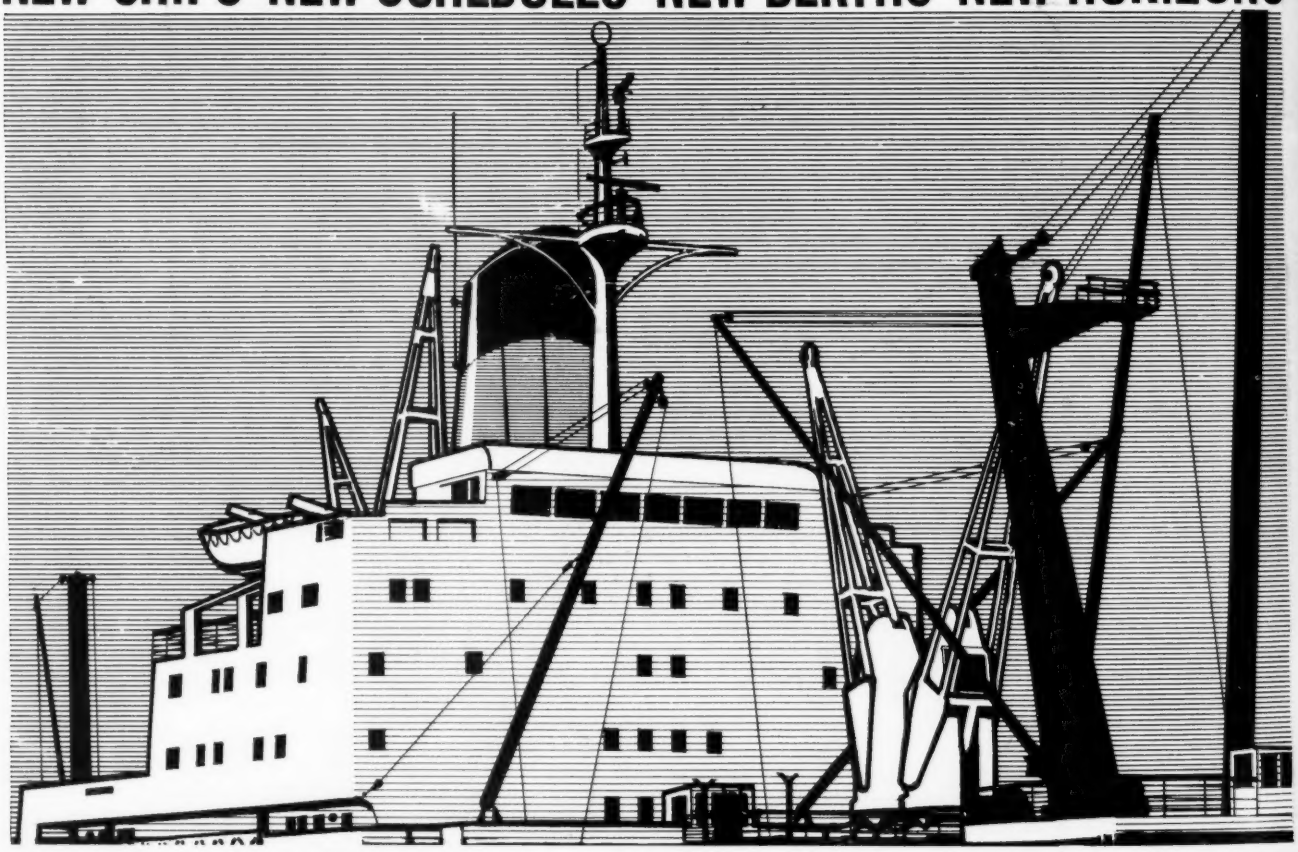

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